Alabama State Port Authority/ Mobile Airport Authority
Logistics Park / Brookley Aeroplex

Mobile Airport Authority

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PORT PROPERTY ADVISERS

MOFFATT & NICHOL

THIRD PARTY REVIEW OF THE PROPOSED AIR-MARINE LOGISTICS PARK
TO ASSESS THE POTENTIAL OPPORTUNITIES AND INITIAL DEVELOPMENT LAYOUTS
FOR THE ALABAMA STATE PORT AUTHORITY/MOBILE AIRPORT AUTHORITY
GRANT APPLICATION – NOTICE OF FUNDING OPPORTUNITY FOR THE TRANSPORTATION
DEMONSTRATION PROGRAM UNDER THE CONSOLIDATED APPROPRIATIONS ACT, 2021

18 June 2021

Executive Summary

The purpose of this paper was to review and assess the feasibility and potential of the proposed Mobile Intermodal and Multimodal Freight Efficiency Project regarding Alabama State Port Authority Logistics Park and the Brookley Aeroplex at the Port of Mobile. Research was conducted to present a limited market analysis of the distribution and logistics market in Alabama, Southeast and Midwest United States to determine the capacity for a logistics hub in the U.S. Gulf. Our assessment considered whether the Alabama State Port Authority Logistics Park and the Brookley Aeroplex (Aeroplex) at the Port of Mobile could be:

- A gateway for the Southeast and Midwest;
- If the Panama Canal expansion and existing and future pressure on landside infrastructure on the East and West Coast ports make the U.S. Gulf Coast an attractive alternative to the 'four corners' (Pacific Northwest, Southern California, New England, and Mid-Atlantic) distribution strategy; and
- Offers an integrated Southeast multimodal logistics platform and hub with substantial and inexpensive land banks.

The existing logistics and intermodal transportation infrastructure found in the Mobile region is an excellent platform with which to build a modern, integrated and efficient supply chain node and intermodal/multimodal gateway for the U.S.' serviceable Southeast and Midwest markets. The Alabama State Port Authority Logistics Park would be a catalyst to attain more efficient transportation solutions in this region.

The Port of Mobile's capacity and ability to service more efficiently manufacturing, agribusiness and retail/distribution cargo will be enhanced and facilitated by the development of the proposed Logistics Park.

Mobile's comparative strategic location on the Northern Gulf Coast has recently been heightened by the completion of the widening of the Panama Canal, the deepening to 50 feet of the Mobile Ship Channel and its widening by 2025. It will further be strengthened if the Port of Mobile gain cost competitive access to Western North American markets upon federal approval of CN's acquisition of the Kansas City Southern Railroad.

The site of the Alabama State Port Authority Logistics Park could not be more advantageous for the development of an intermodal and multimodallogistics platform as it is adjacent to the planned Mobile Airport Authority's (MAA), as

approved by the Federal Aviation Administration, to develop in international cargo and passenger airport to the west of the Port Authority Container Terminal and near-dock Intermodal Container Transfer Freight (ICTF) facility. The Logistics Park is also served by two major interstate highways and five class 1 railroads. This convergence of air, marine and surface transportation modes, and full services logistics industries at one location will result in a geographic hub make the site, the Port of Mobile and Mobile in general unique in its logistics capability and potential.

Unlike counterpart city-ports, the Port of Mobile is uncongested and holds extensive, and relatively inexpensive land banks for the development of millions of square feet of modern distribution and e-commerce fulfilment space for decades to come.

From a potential market growth standpoint, the Alabama State Port Authority Logistics Park, coupled with its proximity to the Brookley Aeroplex, is will be well positioned to deliver cost-effective, reliable, and efficient freight and intermodal cargo service for underserved logistics markets in the mid-South and Midwest regions of the United States and Canada. This cargo service would be more environmentally conscious, by increasing the rail element of the intermodal mix of cargo and by enhancing the efficacy of air, sea, and rail infrastructure.

The proposed Logistics Park project is an infrastructure investment that promises to deliver an increasingly needed modern multimodal gateway for supply chains through mid-continental markets, produce major and more environmentally sustainable intermodal efficiencies and capacity resulting in significant positive economic impacts and 'family sustaining' jobs creation locally, state-wide and throughout the supply chain reach.

In short, the proposed Alabama State Port Authority Logistics Park has every indication of being a major, regional (and even national) strategic logistics asset with wide scale positive ramifications for the U.S. economy.

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Scope of Study

Aegir was instructed by Moffatt & Nichol to undertake the following:

Provide a third-party review of the proposed Alabama State Port Authority Logistics Park development layouts and shared identified opportunities with the Alabama State Port Authority (ASPA) and Mobile Airport Authority (MAA) for air cargo.

Review the subject Notice of Funding Opportunity (NOFO), to have a knowledge base to converse with Moffatt & Nichol in support of discussions with ASPA held between 21 May and 18 June 2021.

All in conjunction with information in the 2021 USDOT grant program, the Consolidated Appropriations Act, 2021 (Pub. L. 116-260, December 27, 2020) ("FY 2021 Appropriations Act") which has appropriated $100 million to expand intermodal and multimodal freight and cargo transportation infrastructure, including airport development under Chapter 471 of Title 49, United States Code.

Methodology

Based on the instruction Aegir was asked to undertake, we reviewed the NOFAO and researched and reviewed various documents and data gathered primarily form the public sources and through interviews with staff at the Alabama State Port Authority (Port of Mobile) and Moffatt & Nichol between 21 May and 18 June 2021, which have been footnoted throughout this paper. We conducted an analysis of the issues and identified possible opportunities surrounding the potential impact for an enhanced supply chain that an air-marine logistics park would have at the Port of Mobile and its respective hinterlands.

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1 Introduction

This paper assesses potential opportunities of the proposed Alabama State Port Authority Logistics Park (Logistics Park) and its impact as a major gateway for the Southeast and Midwest United Stateswell, and possibly for Canada.

There has not been much research done on the plausibility of developing an intermodal logistics park near the Port, thus the purpose of this paper. The location of the proposed improvements at the Logistics Park and Brookley Aeroplex is ideal. The seaport's five Class 1 railroads, 15,000 miles of navigable waterways, two interstate highways and the proximity to the airport gives it the perfect logistics network. Furthermore, the proposed distribution center park (South Alabama Logistics Park's) and available lands in the two-county port regionof showcase the potential to attract businesses to this location.

Alabama is an automotive and aerospace manufacturer and supplier hub, and 51 percent of the states' Alabama's Gross Domestic Product (GDP) is in manufacturing and agricultural product exports. Leveraging the combined major modes of transportations would not only attract new businesses, but also facilitate the retention and expansion of existing businesses. The combination of these transportation assets streamlines cargo mobility, thereby generating time savings making supply chain through Mobile more effective and cost competitive.

This paper is structured by first outlining the goals and objectives of the proposed Mobile Intermodal and Multimodal Freight Efficiency Project grant request to help fund the development of the Logistics Park. This work includes a market analysis including the logistics and distribution property market, implications of the logistics park at Mobile, and an analysis of the competitive ports and logistics hubs in the southeastern Unites States. Further, this paper outlines the competitive advantages Mobile could represent with investments in the proposed logistics park. L Finally, this paper provides preliminary project layout and design concepts, followed by a summary of conclusion.

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2 Grant overview

2.1 Description

The ASPA is applying for a grant as defined in the 'Notice of Funding Opportunity for the Transportation Demonstration Program' (NOFO), under the Consolidated Appropriation Act 2021 (Act).

The Act has appropriated $100 million to 'expand intermodal and multimodal freight and cargo transportation infrastructure, including airport development' under Chapter 471 of Title 49 of the United States Code.

2.2 Goals and objectives

The primary goal of the NOFO is to enhance national logistics capabilities and capacity by, amongst other things, streamlining the connectivity between road, rail, and marine transport nodes to enhance the efficiencies in supply chain and inventory management.

Additionally, the NOFO is also looking to attain several logistics and social justice objectives as well, which are:

- Fund projects that will positively address challenges posed by climate change by carbon footprints.
- Promote overall energy efficiencies in the national transport system, mainly through:
  - The deployment of innovative technology.
  - Innovative practices for project design and delivery practices.
  - Innovative financing.
- Promote racial equity in two distinct areas:
  - Reaching 'racial equality and reducing barriers to opportunities.
  - Funding project investments that 'proactively address racial equity and barriers to opportunity', including 'reducing automobile dependence as a form of barrier, or redress prior iniquities and barriers to opportunity'.

The Alabama State Port Authority Logistics Park is anticipated to address many of these objectives while providing an enhanced gateway to Midwest, Southeast US and into Canadian markets. Furthermore, based on current and near term expected cargo related market conditions, the numerous market, and locational advantages the site enjoys and the significant positive impacts that could result from developing an integrated logistics hub to service extensive hinterlands and forelands (from an export standpoint), investments in this transportation hub have the potential of

resulting in a much-needed additional major, strategic national infrastructure asset and gateway for the country.

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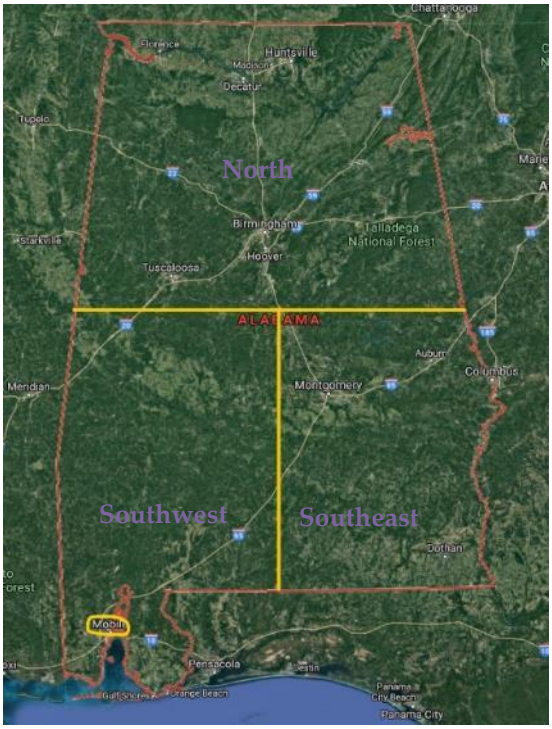
3 Logistics and distribution center property market

3.1 Location

Mobile is strategically located in protected waters of Mobile Bay, in Alabama and along the north-central Gulf Coast. The seaport is located at the mouth of the Mobile River on the North end of Mobile Bay. The seaport has unencumbered access to the Intracoastal Waterway and open waters of theGulf of Mexico to the south. The seaport, via the Mobile River and the Tennessee Tombigbee Waterway, provides inland waterway connection to the Tennessee, Ohio, and Upper Mississippi Rivers.

The Port of Mobile is uniquely connected to the railway system of the United States and Canada via five Class I railroads and three regional railroads. All eight railroads, and the Alabama State Port Authority's Terminal Railroad (TASD) services the public seaport terminals and by extension, the Alabama State Port Authority Logistics Park property.[1]

FIGURE 3-1: STATE OF ALABAMA



Source: Google Earth Pro

Since the Alabama State Port of Mobile launched its container terminal in 2008, it has experienced exponential growth – including an 86.8% growth in container throughput between 2015 – 2020. The terminal's operator, APM Terminals (APMT) recently conducted an in-depth analysis of the continued growth opportunity and market within Alabama. APMT shared the results of their analysis which concluded that there is enormous need and continued opportunity to serve the State, and in more efficient ways.

APMT's analysis separated Alabama into three areas; the north, the southwest and the southeast (see Figure 3-1). They found that container traffic handled via the Port of Mobile gateway to/from the northern part of the state is less than 9 percent; to the

[1] Arcgis, "Map Viewer", https://www.arcgis.com/apps/mapviewer/index.html?webmap=96ec03e4fc8546bd8a864e39a2c3fc41, accessed June 2021.

southeastern part less than 50 percent and to the southwestern part approximately 95 percent.

The north has strong logistics and supply chain hubs in Birmingham and Huntsville. Amazon recently announced the planning of fulfillment center in Huntsville. The one-million square foot facility focused on bulky, larger sized items (e.g., patio furniture, outdoor equipment, etc.) that will bring more than 500 jobs to the area[2].This will be the e-commerce giant's third fulfillment center in Alabama with the other two located in Bessemer and Theodore (within 13 mi. of the proposed Logistics Park). The north is also the home of many automobiles manufacturing plants for Mazda Toyota, Polaris, Honda, Mercedes Benz, and Autocar. Huntsville hosts an intermodal logistics center that is used by FedEx, UPS, Cargolux and Panalpina.[3]

The southeast quadrant continues the automotive presence with Hyundai's manufacturing facilities in Montgomery and Kia located on the Georgia/Alabama State Line at West Point. Hyundai also recently announced a $7.4 billion investment in the facility by 2025 to produce electric vehicles[4].

In the southwest, Mobile is the dominant distribution center. Mobile's growing container intermodal complex, with easy access to north/south and east/west interstates and extensive railroad connectivity in the city has attracted major distribution entities like Amazon, Walmart, MTC Logistics, Ray-Mont and soon, Ren Seafoods, an affiliate of The Fishin' Co, one of the nation's largest seafood suppliers.

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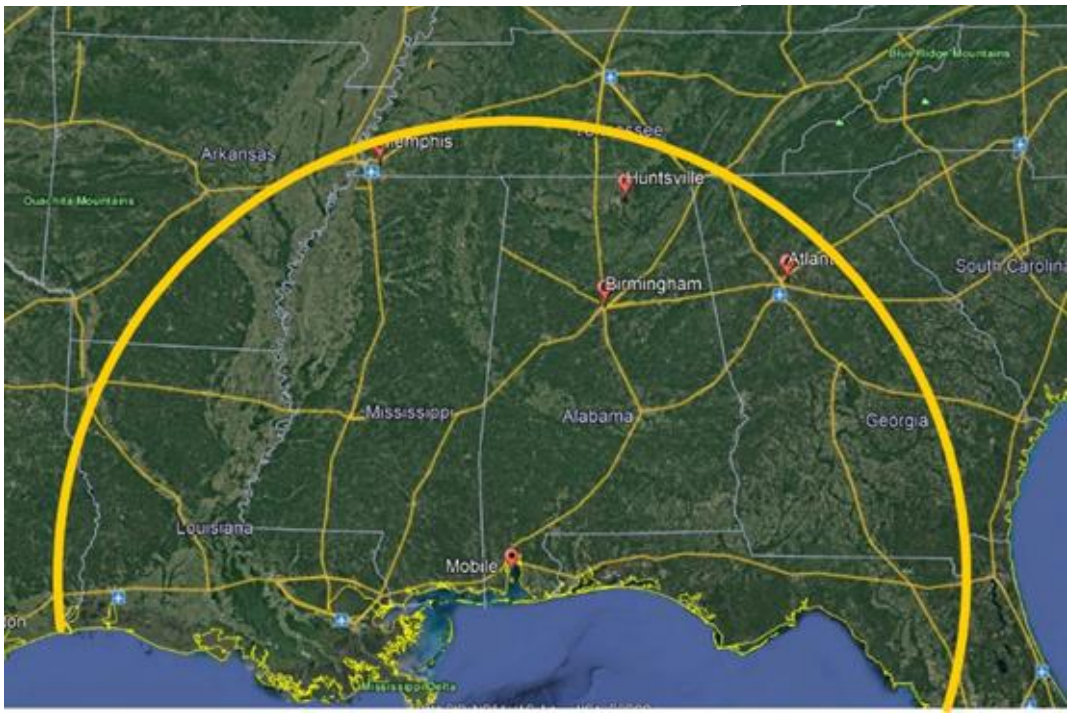
[2] Paul Gattis, "Amazon to bring fulfilment center to Huntsville, create 500 jobs," AL.com, May 18, 2021, https://www.al.com/news/2021/05/amazon-to-bring-fulfillment-center-to-huntsville-create-500-jobs.html, accessed June 2021.
[3] Kathy Hamilton, "Intermodal Center Expands Port of Huntsville's Air Cargo Capabilities," Airportimprovement.com, July 2009, https://airportimprovement.com/article/intermodal-center-expands-port-huntsvilles-air-cargo-capabilities, accessed June 2021.
[4] Reuters, "Hyundai to invest $7.4 bln in US by 3035, with electric cars in focus", Autos & Transportation, 13 May 2021, Reuters.Com, https://www.reuters.com/business/autos-transportation/hyundai-motor-invest-74-bln-us-by-2025-2021-05-13/, accessed July 2021.

FIGURE 3-2: PORT OF MOBILE 300 MILE RADIUS



Source: Google Earth Pro

Despite Mobile's optimal location in relation to these logistics and manufacturing hubs, the north sector of Alabama, from a container standpoint, is predominantly served by ports outside of Alabama. This means that importers and exporters are moving cargo further and longer, resulting in a non-optimized supply chain.

The Port of Mobile's current reach into its 300-mile radius catchment area (see Figure 3.2) and the mid-southeast sector strongly indicates there is significant potential for container and cargo growth in the port's hinterland in a more efficient manner from a pricing and environmental standpoint with an expanded Mobile intermodal gateway hub.

3.2 Potential for intermodal logistics market

The Port of Mobile is an optimal gateway serving an intermodal logistics market:

- The Port enjoys the convergence of every transportation mode available today: air, water, rail, and road, all located within a three--mile radius of each other. These transportation nodes are well developed, significant transport infrastructure assets.

- The widening of the Panama Canal has enabled Gulf Coast ports access to larger container ships deployed in the Asia-United States trade.

- With U.S. Army Corps of Engineers' federal harbor modernization project underway and slated for completion in 2025, the Port of Mobile will be uniquely positioned amongst Gulf Coast ports to handle the largest ocean-going vessels requiring 50-foot water depth.

- The increasingly congested gateway ports of the West and East Coasts are taxing the so-called 'Four Corners' logistics strategy (which focuses on locating one's distribution points solely on the East and West coasts) from a reliability and capacity standpoint. The Gulf Coast is a viable alternative for cargo going to/from the Midwest.

- The development of Mobile as the Gulf Coast's third major intermodal logistics hub, along with Houston and New Orleans) would offer an alternative route to the U.S. West, Midwest, Southeast, and Canada. The Port is also optimally positioned for cargo service to Central and South America.

The development of a project like the Logistics Park will significantly enhance the Port of Mobile's ability to increase both cargo velocity and throughput and integrate existing transport infrastructure assets into a unified multimodal, sea-land interface to serve and expand its hinterland and supply chains more efficiently.

3.2.1 Sea

Port of Mobile already is a major, deep water, multi-cargo port facility and a major sea-land interface.

The Port of Mobile combines all four major transportation modes. Today, Port operations include containerized goods, bulk and breakbulk cargo, roll-on/roll-off operations for vehicles, refrigerated and over dimensional/heavy-lift cargo[5]. As such, the Port of Mobile has the equipment and experience in waterside operations for this project. Furthermore, from the Port, there is immediate access to one of the largest inland waterway systems in the United States with nearly 15,000 miles of navigable inland and intercoastal waterways.[6] giving the Port of Mobile a

[5] Alabama State Port Authority "Port Facts" www.asdd.com, accessed June 2021
[6] Made in Alabama "Logistics & Infrastructure," Logistics & Infrastructure | Made in Alabama: Alabama Department of Commerce, accessed June 2021

competitive location for maritime transportation of goods from and to the logistic hub.

3.2.2 Air

The existing Mobile Downtown Airport will be developed into a significant passenger/cargo airport facility, resulting in one of the few locations in the country where a major logistics park is flanked by an airport and seaport.

The passenger airport that is currently located due west of Mobile and will be moved to the downtown Brookley Aeroplex near the Port of Mobile. As the new location will be directly adjacent to the Logistics Park and the Port, the airport can more easily expand its cargo business. For perishables (e.g., flowers from South America), medical and other high-value goods, air cargo presents the fastest transportation method.[7] With the interconnectivity of the new logistics hub, different transportation modes can easily be combined to optimize the overall supply chain, saving both time and money.

3.2.3 Rail

Mobile is one of only two locations on the Gulf Coast to enjoy at least five of the nation's seven Class 1 railways and having unparalleled rail connectivity to the Midwest and Canada.

Mobile is connected to five Class 1 railways, namely CSX, Norfolk Southern, Canadian National (CN), Burlington Northern Santa Fe (BNSF) and Kansas City Southern (KCS)[8] as well as three regional railroads connecting to port properties and various short haul locations via the Alabama State Port Authority's Terminal Railway (TASD). The Class I railways connect Mobile to all major logistic hubs in the south and Midwest (e.g., Memphis, Atlanta, Huntsville, Chicago, and Birmingham) and into Canada.

Currently, the two Class 1 railroads with direct reach into Canada (CN and Canadian Pacific) are vying for the acquisition of the Kansas City Southern (KCS). Whatever the outcome of this acquisition, the result will be unparalleled access north and across Canada, giving the Port of Mobile expanded and seamless intermodal rail reach across North America.

[7] Airports Council International, "Chapter 4 – Air Cargo Facility Analysis," 2020, https://airportscouncil.org/wp-content/uploads/2020/03/CHAPTER-4-AIR-CARGO-FACILITY-ANALYSIS.pdf, accessed May 2021

[8] Arcgis, "Map Viewer", https://www.arcgis.com/apps/mapviewer/index.html?webmap=96ec03e4fc8546bd8a864e39a2c3fc41, accessed June 2021.

Burton Property Group, "Port of Mobile, "PowerPoint Presentation, June 2, 2021, Mobile, AL.

Hence, the Port of Mobile and the Alabama State Port Authority Logistics Park are strategically located to develop the type of multimodal logistics platform that will expand the effectiveness and efficiency of the country's existing distribution network, enhance the hinterland reach, and provide a substantial multimodal platform for the ongoing development of a major Gulf Coast logistics gateway.

3.2.4 Road

Mobile and the Port are served by major interstate highways.

The Port of Mobile's container terminal and Mobile Logistics Park are located less than a mile to Interstate 10 (Florida-to-California) and less than 3 miles to I-65 (Illinois-to-Alabama). Within 98 to 260 miles of the Port of Mobile (and the site ofr the project) are access to four other national interstates:

- I-20 (South Carolina-to-Texas)
- I-59 (Tennessee-to-Louisiana)
- I-22 (Birmingham-to-Memphis)
- I-85 (Alabama-to-Virginia)

This gives Port users the advantage of being able to quickly access roads towards all major regions and other logistics hubs across the United States. Having access to so many interstate highways going in all directions reduces freight time and costs and increases efficiencies.

3.3 Existing and future distribution and logistics industrial warehousing stock - Mobile

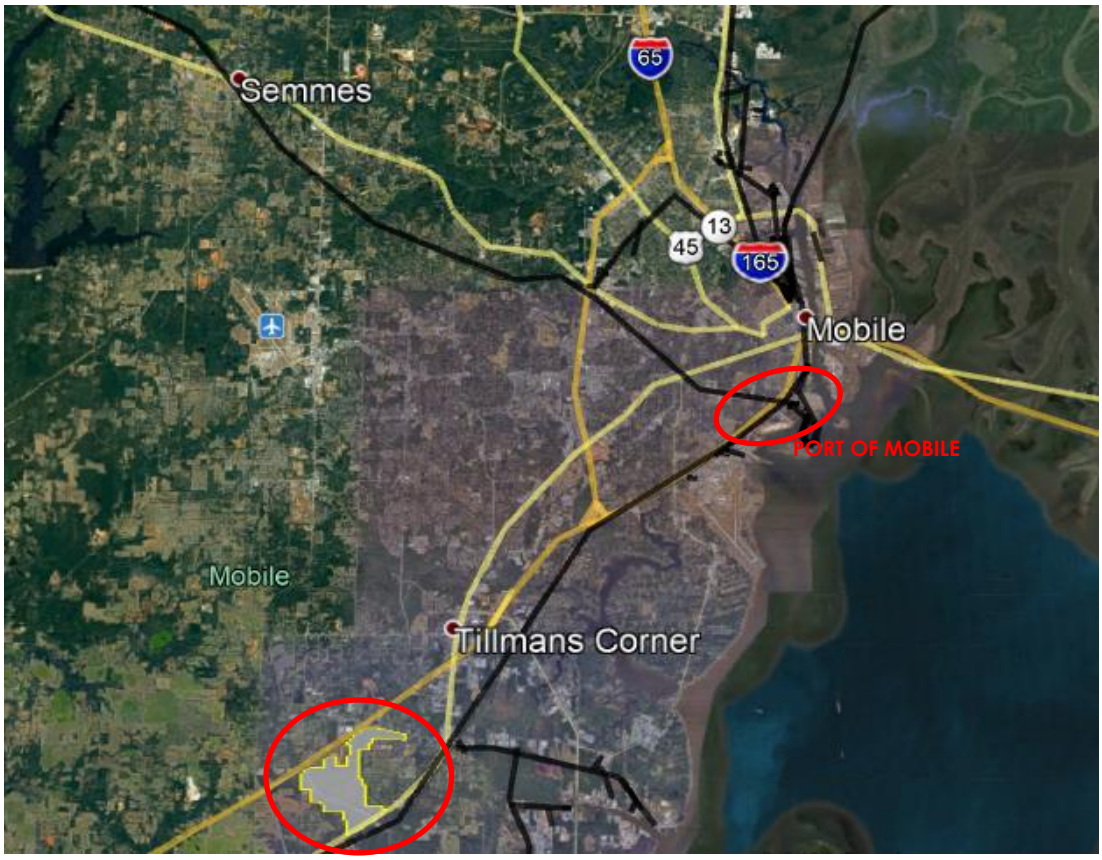
There is limited-to-no speculative, Class A facilities available in the existing Mobile area market.

The Logistics Park is strategically located near an important landbank earmarked for the development of distribution centers – the 1,300 acres South Alabama Logistics Park located approx. 12 miles away. In addition, the 509 acres Yance Industrial Park re is another sizeable, industrial landbank in proximity (15 miles away) to the Port.

While the existing distribution and logistics industrial warehousing space stock is currently limited, the South Alabama Logistics Park (SALP) has been approved for the development of large-scale distribution center facilities. The project is backed by a seasoned capital and development team capable of producing the type, size

and design of modern distribution space required by today's retailers and e-commerce businesses.

FIGURE 3-33-3 LOCATION OF A MAJOR DISTRIBUTION CENTER PARK RELATIVE TO THE PORT OF MOBILE



Source: South Alabama Logistics Park website and Google Earth Pro

The SALP site will deliver millions of square feet of speculative, modern Class 'A' distribution and logistics space that is increasingly in demand in the region, and which will support the growth that will result for the entire logistics eco-system fueled by an integrated, multimodal network. The cornerstone of that network is the sea-land-air interface offered by the Port of Mobile and anchored by a project such as the Logistics Park.

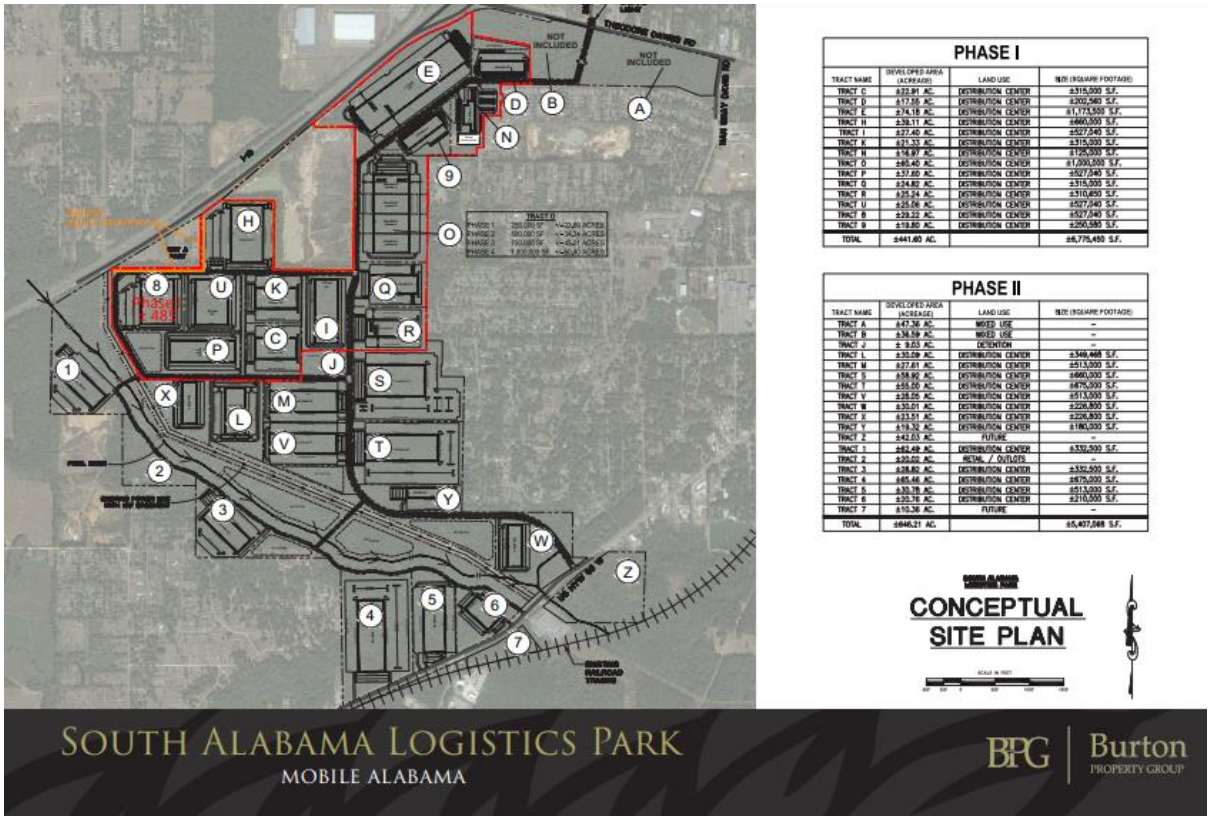
The South Alabama Logistics Park is being developed by the Burton Property Group and brokered by CBRE. This is a 1,300-acre property located in the Westfield submarket of Mobile, just off I-10, and is only 12.4 miles south from the Port's

container terminal. Further, the property's southern boundary runs along the CSX mainline, making rail-served distribution facilities feasible.

Nearby to the SALP development are smaller distribution facilities for FedEx, Haverty's Furniture, and Amazon, as well as the 2.8 million square foot Import Distribution Center for Walmart. This is one of only eleven such facilities operated by Walmart and represents a critical component of the company's national supply chain strategy.

SALP will mainly consist of distribution centers ranging from 200,000 to 1,170,000 square feet in size with nearly 7,000,000 sq ft planned for development in their Phase 1 and an additional 5.4 million square feet planned in Phase 2, which will make it the largest logistics park in Alabama and one of the largest in the southeast US.[9]

FIGURE 3-4: SALP DEVELOPMENT PLAN



This major logistics development project will add much needed speculative Class A facilities, offering millions of feet of modern distribution and value-added processing space to support the existing major automotive, aerospace, and other

[9] Burton Property Group, "Burton Property Group Announces Plans for 1,300-acre Logistics Park off I 10", https://burtonpropertygroup.com/news/south-al-logistics-park/, accessed June 2021.

manufacturers currently located in Alabama and to support supply chains reaching further into the Midwest and Southeast. The Port Authority's Logistics Park container terminal, and ICTF, along with the Brookley Aeroplex, are catalysts for these supply chains.

3.4 Distribution center property market

Mobile does not have a large property market for distribution centers. Hence, there is not much data that can be displayed in terms of vacancy rates. However, looking at the table below it can be said that the southeastern states all have a growing inventory of distribution and warehousing space at their logistics hubs. Mobile will soon follow with the two mega distribution center development projects mentioned herein.

Furthermore, as Graph 1 shows, in terms of price per acre for industrial land Mobile shows a competitive edge relative to land costs when compared to as the prices are significantly below the comparable sales. Furthermore, as Graph 1 shows, in terms of price per acre for industrial land Mobile shows a competitive edge relative to land costs when compared to other major Gulf Coast, Southern gateway and intermodal hubs. Of notice is that in New Orleans there are currently few industrial lots for sale and in Memphis and Atlanta there are only a few that are listed on the market for sale.

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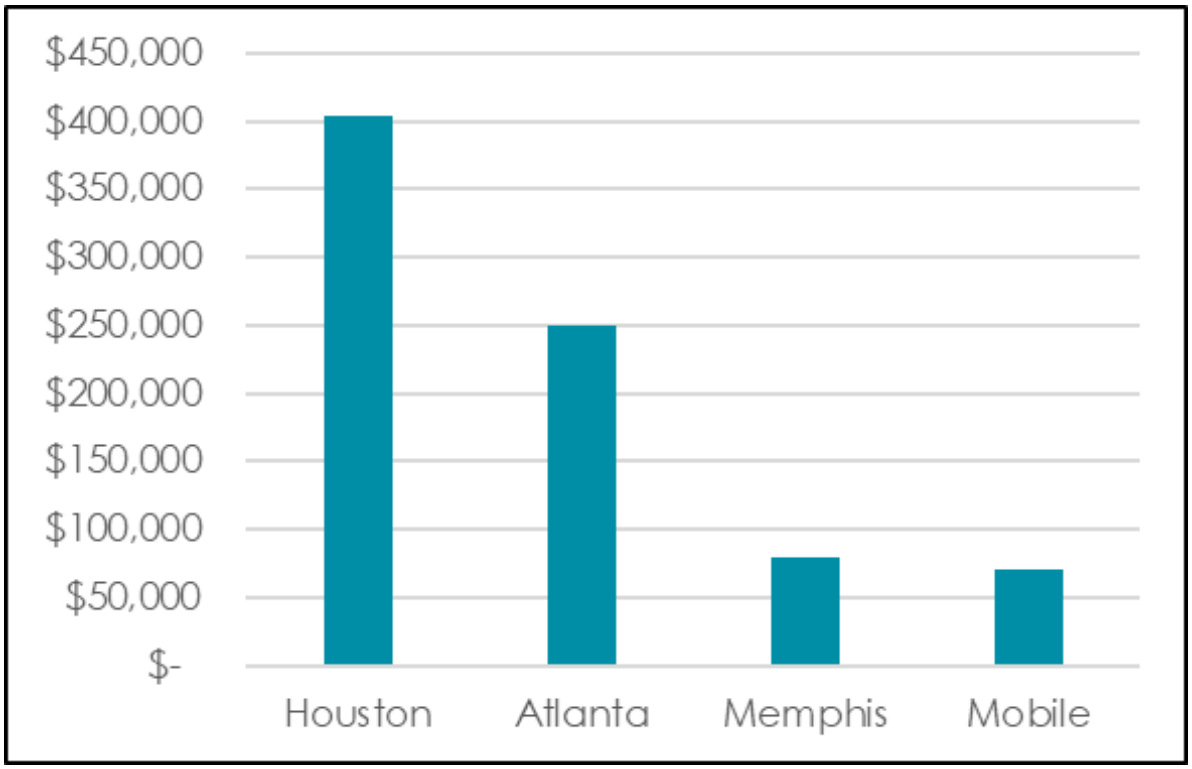
FIGURE 3-5: SALES PRICE AVERAGE PER ACRE FOR INDUSTRIAL LAND



Source: Loopnet.com, Aegir Analysis, Sales Price Average for industrial land (per acre)

Modern distribution center space typically ranges from 200,000 square feet upwards to 1.5 million square and more. They often have complex internal processing technology and infrastructure sometimes costing more than the building. Their location demands being in proximity to one or several modes of transportation and their size typically dictates large lot sizes, especially if one is building a campus style park. typically dictates large lot sizes, especially if one is building a campus style park.

The following Table 1 shows the stock and vacancy for modern distribution space at major Southern and Gulf Coast intermodal logistics hub locations. Of the three city-port locations (ie, Houston, New Orleans and Mobile), the furthest western and eastern locations show an adequate stock to service their markets and respective supply chains. Both New Orleans and Mobile currently have a dearth of adequate modern distribution center space an of the two, Mobile has the most adequate supply of near port land banks for this type of development, not to mention very attractive pricing as well. near port land banks for this type of development, not to mention attractive pricing as well.

FIGURE 3-6: SELECTIVE COMPETITIVE MARKETS - DISTRIBUTION CENTER SPACE

	Vacancy Rate	Inventory	Under Construction
Houston[10]	12%	761,700,136 sf	26,084,438 sf
New Orleans[11]	N/A	3,574,121 sf	N/A
Tampa[12]	4.9%	219,075,426 sf	4,973,990 sf
Memphis[13]	6.9%	435,440,872 sf	19,279,692 sf
Huntsville[14]	3.9%	9,851,199 sf	N/A
Birmingham[15]	10.5%	30,004,000 sf	N/A

JLL, "Houston – Industrial Insight", https://www.us.jll.com/content/dam/jll-com/documents/pdf/research/q1-2021-industrial-insights/jll-us-industrial-insight-q1-2021-houston.pdf, accessed June 2021.

Franc Pigna, "Strategic Plan for the Industrial Port Property Portfolio – Port of New Orleans", Aegir, 2017, pp.26-28.

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JLL, "Memphis – Industrial Insight", https://www.us.jll.com/content/dam/jll-com/documents/pdf/research/q1-2021-industrial-insights/jll-us-industrial-insight-q1-2021-memphis.pdf, accessed June 2021.

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Graham & Co, "Industrial Market Survey Birmingham," http://www.grahamcompany.com/wp-content/uploads/2017/03/BHM_graham_report_industrial_2017.pdf, accessed June 2021.

4 Logistics Park implications for Mobile Metropolitan Statistical Area (MSA)

4.1 Potential target markets

The Southeast United States shows the largest population growth in the country over the last ten years at 10.2 percent (population size: 97 million). This is compared to population growth of the Northeast (4.1percent), Mid-Atlantic (0.19percent)[16], New England (0.35 percent)[17] and the overall United States of America (7.4 percent).[18] The southeast also represents almost the same population size as the Northeast (56m)[19] and the Mid-Atlantic states (58m)[20] together.

The southeastern states are currently served by several ports within proximity as well as larger west coast gateways including LA/LB. While Mobile has traditionally moved smaller containerized volumes, it is also much less congested, making it an attractive alternative gateway for containerized and intermodal cargos.

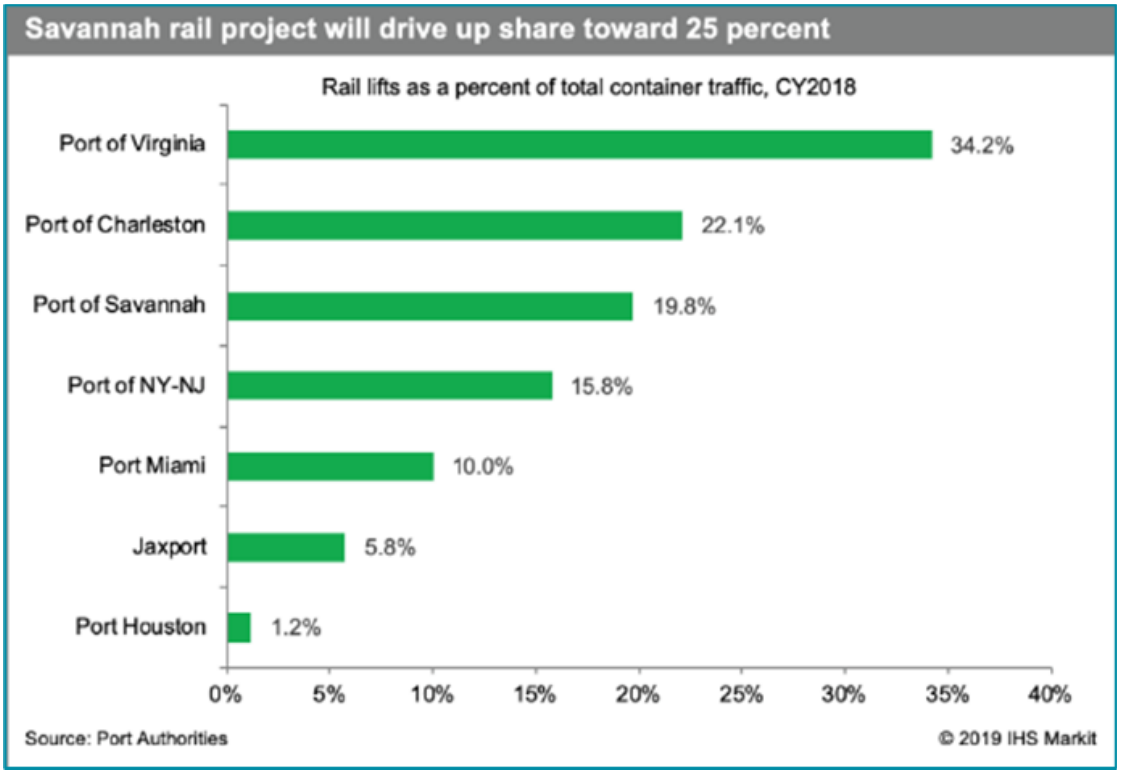
Looking at the inter-modality of those competing ports, it is interesting to mention that Savannah's intermodal transportation accounts for 17.4 percent[21] of the total container volume with top rail destinations in Memphis and Atlanta. Charleston shows that 22.1percent of its total container traffic moving via rail (2018)[22] and New Orleans has recorded intermodal activity of 4 percent (2019)[23] with its largest rail markets being Memphis, Chicago, and Dallas.

[16] Open Data Network, "Middle Atlantic Division," https://www.opendatanetwork.com/entity/0300000US2/Middle_Atlantic_Division/demographics.population.count?year=2018, accessed June 2021.
[17] Open Data Network, "New England Division," https://www.opendatanetwork.com/entity/0300000US1-0300000US2/New_England_Division-Middle_Atlantic_Division/demographics.population.count?year=2018&ref=related-peer, accessed June 2021.
[18] Elliot Davis, "2020 Census Shows Fastest-Growing States," U.S. News, April 28, 2021, https://www.usnews.com/news/best-states/slideshows/these-are-the-10-fastest-growing-states-in-america, accessed June 2021.
[19] World Population Review, "Northeast States 2021," https://worldpopulationreview.com/state-rankings/northeast-states, accessed June 2021.
[20] World Population Review, "Mid-Atlantic States 2021," https://worldpopulationreview.com/state-rankings/mid-atlantic-states, accessed June 2021.
[21] Ari Ashe, "Savannah intermodal surges as rail work pushes ahead," JOC.com, August 13, 2019, https://www.joc.com/port-news/us-ports/georgia-ports-authority/savannah-intermodal-surges-rail-work-pushes-ahead_20190813.html, accessed June 2021.
[22] Ari Ashe, "Rail lift gains show deeper East Coast port reach," JOC.com, February 7, 2019, https://www.joc.com/port-news/us-ports/port-savannah/rail-lift-gains-show-deeper-east-coast-port-reach_20190207.html, accessed June 2021.
Ari Ashe and Hugh R. Morley, "US East Coast ports investing to capture more intermodal cargo," JOC.com, January 27, 2020, https://www.joc.com/rail-intermodal/intermodal-shipping/us-east-coast-ports-investing-capture-more-intermodal-cargo_20200127.html, accessed June 2021.
[23] Hugh R. Morley, "New Orleans port improves rail flow as traffic jumps," JOC.com, October 2, 2019, https://www.joc.com/port-news/us-ports/port-new-orleans/new-orleans-port-improves-rail-flow-traffic-jumps_20191002.html, accessed June 2021.

These statistics show an opportunity for growth with the development of intermodal cargo capacity in key Gulf gateways. Mobile's lack of congestion and excellent rail infrastructure position it well to capture increasing containerized volumes ultimately destined for larger metropolitan inland markets in the south east and beyond.

In the industry, a general goal for rail intermodal rail cargo is to reach 20 percent of the overall cargo throughput. In the following graph, only three of the seven major ports listed achieve this. The Alabama State Logistics Park project will significantly increase The Port of Mobile's intermodal rail usage.

FIGURE 4-1: COMPARATIVE INTERMODAL MIX



Source: https://www.joc.com/rail-intermodal/intermodal-shipping/us-east-coast-ports-investing-capture-more-intermodal-cargo_20200127.html

Mobile is one of only two locations that enjoys rail connectivity with 5 Class I railroads, while most competing ports on the east coast are served by only the CSX or NS.[24] This puts Mobile in a highly competitively advantageous position to develop intermodal cargo growth. This capability will offer the Mobile intermodal

[24] Arcgis, "Map Viewer", https://www.arcgis.com/apps/mapviewer/index.html?webmap=96ec03e4fc8546bd8a864e39a2c3fc41, accessed June 2021.

hub connectivity to almost everywhere in the United States, as well as throughout Canada and Mexico.

Potential target markets for the new logistics park include Mobile's immediate hinterland, surrounding south eastern states and markets moving north through the Midwest up to and including Canada.

The planned development of an inland port near Montgomery, Alabama represents another opportunity for the Port of Mobile to shift import containerized volumes destined for the Hyundai Motors Manufacturing of Alabama plant from truck to rail, which will have a significant positive environmental impact as rail transportation is second only to water transportation in emissions.

Continued growth in both the automotive and aerospace sectors throughout Alabama further solidifies the Port of Mobile's strategic importance in serving these industries. Development of the Alabama State Port Authority Logistics Park will significantly increase the potential reach of the port and the overall growth of the Mobile MSA as a major US gateway significantly.

Mobile is uniquely situated in the northern Gulf Coast with excellent water, rail, road, and air infrastructure in place and all within a 5-mile radius of the port complex. This alone presents opportunities for the multi-modal movement of cargo.

4.2 Catchment area

The proposed Logistics Park project represents an opportunity to further enhance the infrastructure already in place at the Port of Mobile and build out its potential as a freight facilitator and key gateway towards inland markets.

Recently, the Kansas City Southern Railway will be sold to either the Canadian National Railway Company or the Canadian Pacific Railway. Below are their respective railroad networks. Either possibility, along with Kansas City Southern's network, will result in a major competitive advantage to Mobile as an intermodal hub, delivering major north-south and Canada wide rail service.

In the event this were to occur, and the proposed logistics park were to be developed, this would also give the Port of Mobile reach west to Dallas (and its major trans modal hubs) and northward throughout the Midwest and be able to service the region out more effectively to the southwest of the Atlanta distribution area. This would transform Mobile into a major intermodal gateway for the region.

The following Figure 4-2 shows the general catchment area for the Port of Mobile with its current intermodal connectivity to the Canadian National Railway. Large

distribution hubs in Dallas, TX and Kansas City, MO could be more easily targeted with this merged network. Figure 4-3 shows the existing U.S. Midwest rail network and Figures 4-4 and 4-5 show the corresponding rail networks for both Canadian railway companies, while Figure 4-6 shows Kansas City Southern's deep reach into Mexico

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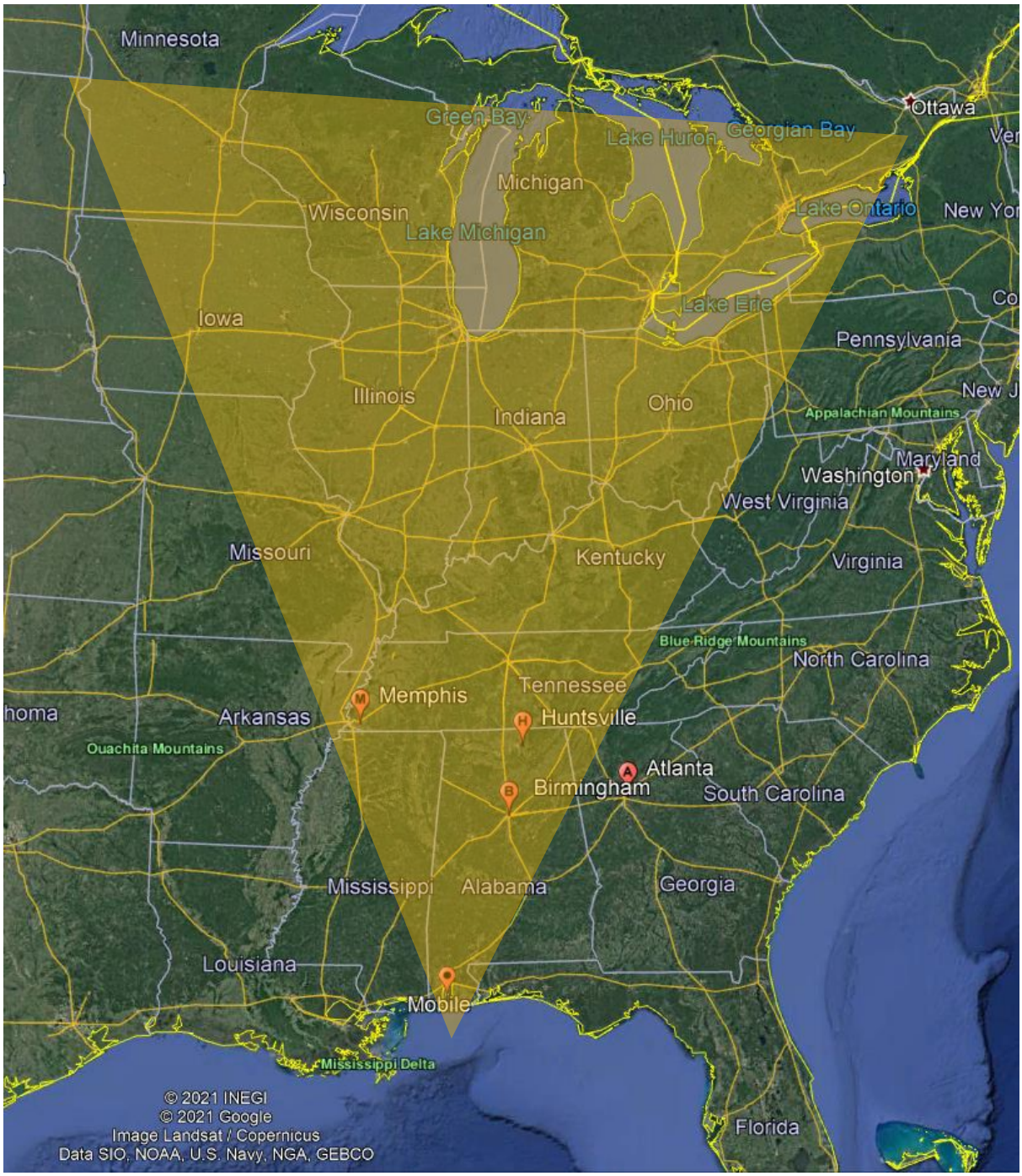
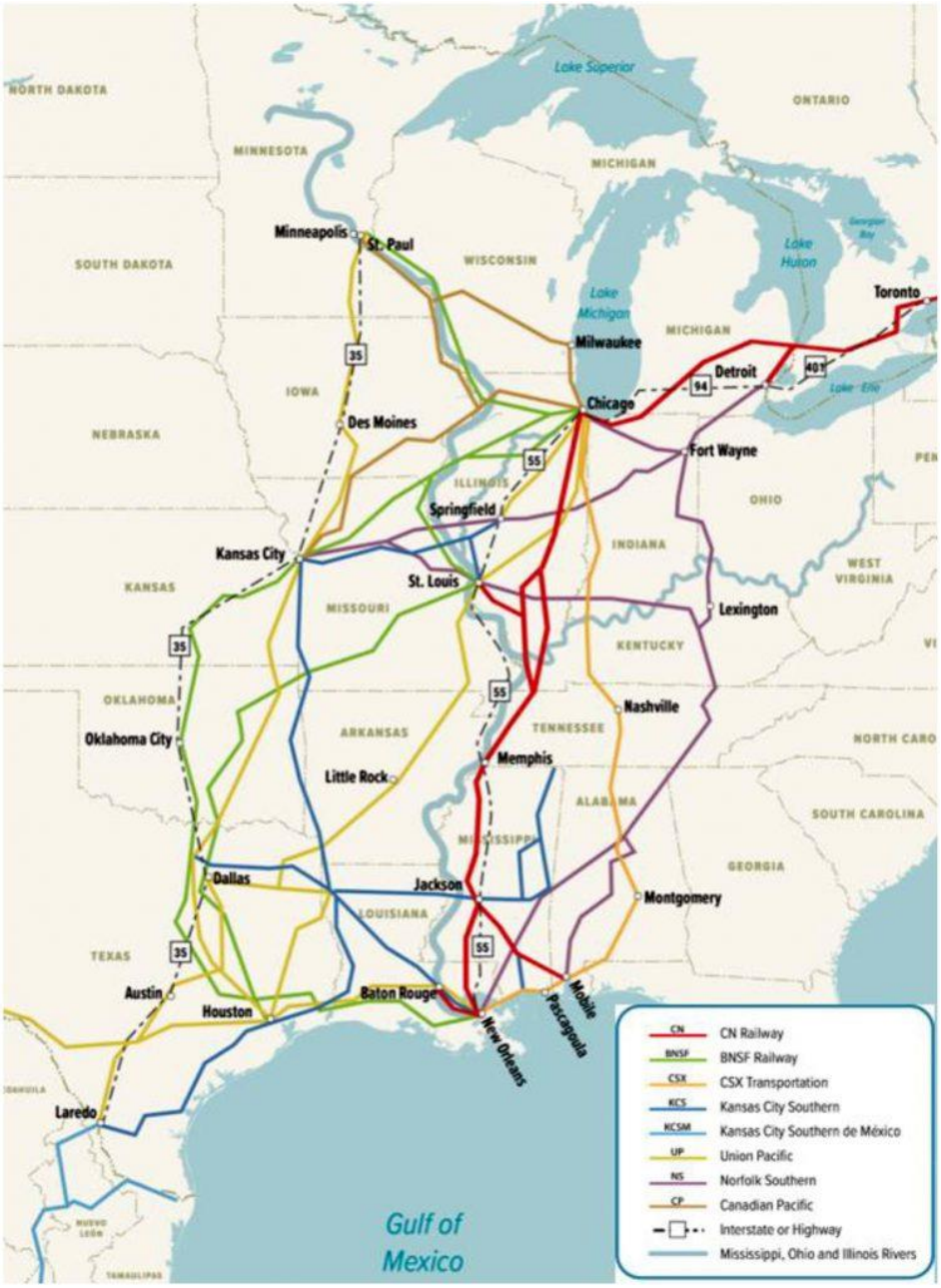
FIGURE 4-2: POTENTIAL ALABAMA STATE LOGISTICS PARK CATCHMENT AREA



Source: Google Earth Pro, Moffatt & Nichol, Aegir analysis

FIGURE 4-3 MIDWEST US RAILROAD NETWORK



Source: Progressive Railroading

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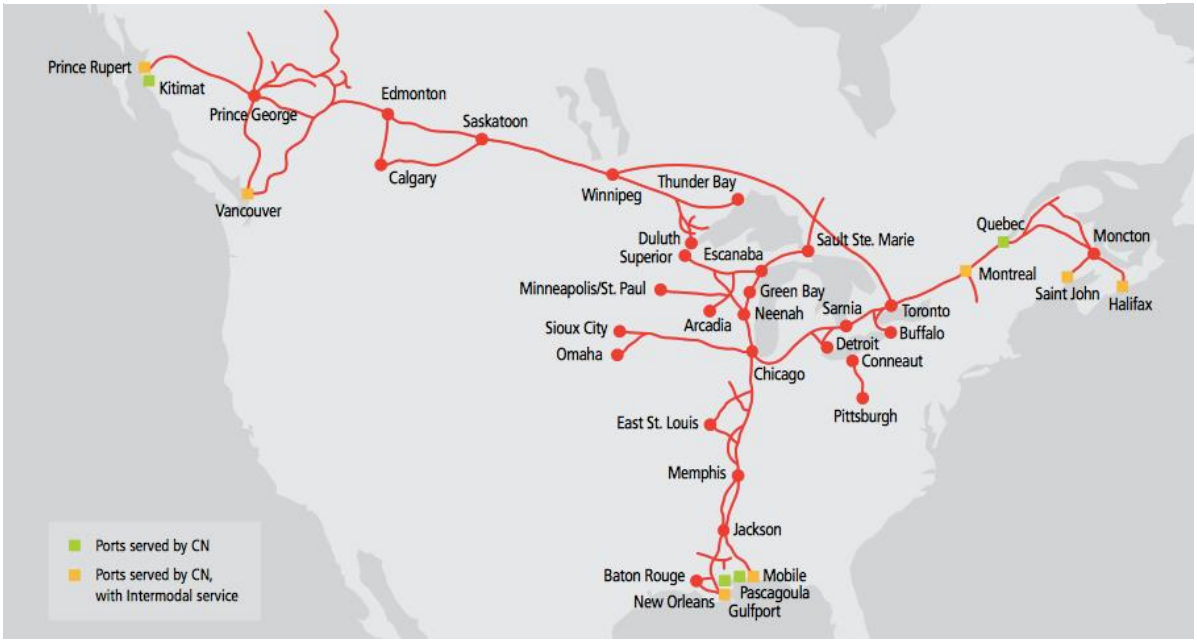
FIGURE 4-4 CANADIAN NATIONAL RAILWAY COMPANY RAIL NETWORK



Source: http://dennismccain.weebly.com/investing/canadian-national-railway

FIGURE 4-5 CANADIAN PACIFIC NETWORK

Source:
duckduckgo.com/?q=CP+rail+map&t=ffab&atb=v1661&iar=images&iax=images&ia=images&iai=httppercent3Apercent2Fpercent2Fwww.cpr.capercent2Fenpercent2Four-markets-sitepercent2FPublishingImagespercent2Fenpercent2Four-marketspercent2Fintermodal-containerspercent2Fintermodal-facilities.jpg

FIGURE 4-6 KANSAS CITY SOUTHERN RAILWAY NETWORK

Source: https://i2.wp.com/marketmadhouse.com/wp-content/uploads/2015/03/2351840_orig.png

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5 Logistics Park

5.1 Logistics Park multimodal cargo infrastructure synergies – market perspective

Along the Gulf Coast, there are several multimodal cargo hubs namely in Houston, New Orleans, Tampa and Mobile.

5.1.1 Houston

Houston is a multi-modal hub primarily serving the Texas, and Mid-West markets and is a conduit to and from Mexico's ports and Maquiladoras. It is serviced by two international airports and three Class 1 railroads (Union Pacific (UP), Burlington Northern Santa Fe (BNSF) and Kansas City and Southern Railway (KCS)). While it has considerable port capacity (container, bulk, break bulk and liquid bulk energy), it also has a vessel transit restrictions and congestion (i.e., the Houston Ship Channel) and significant road congestion. Houston also enjoys a considerable stock of distribution center space with a 12 percent vacancy factor and rental rates ranging from $0.44/sf/mo. to $0.52/sf/mo. Houston's price for industrial electricity is at the lower end of the compared cities at $0.557/kwh.[25]

5.1.2 New Orleans

New Orleans is a diversified port centric logistics hub with air, road, rail, and water modality, which has a considerable amount of industrial land for development. Available land includes the 1,000 acres located at the Port of New Orleans' Industrial Port Property Portfolio along the Inner Harbor Navigation Canal (Industrial Canal) and other locations within the metropolitan area. The distribution center space sub-market in New Orleans is not particularly well developed. With the advent of the new airport and port expansion activity, this is expected to somewhat change. The rental rates for distribution space are rather high compared to the other locations with an average of $0.85/SF/Mo. [26]

The ports in the New Orleans (ie, the Port of New Orleans and the Port of St Bernard) are expanding their footprint, particularly for container cargo with both

[25] Payless Power, "Houston Electricity Rates," https://paylesspower.com/houston-electricity/electric-rates/#:~:text=Industrialpercent20Electricitypercent20Ratespercent20inpercent20Houston&text=Thepercent20averagepercent20industrialpercent20electricitypercent20rate,ispercent206.67percent20centspercent20perpercent20kWh, accessed June 2021.

[26] Loopnet, "Rental Listings Warehouses New Orleans," https://www.loopnet.com/louisiana/new-orleans_warehouses-for-lease/, accessed June 2021.

the Port of New Orleans (Port NOLA) and St Bernard currently actively pursuing sites for the development of new container terminals.

Port NOLA enjoys excellent railroad infrastructure with access to KCS, CN, Norfolk Southern (NS), UP, CSX, BNSF. Recently, the port acquired the New Orleans Public Belt railroad as well, which is the belt railroad in New Orleans.

New Orleans' reach extends to the Mid-West, west out to Dallas, and East towards Atlanta. It also enjoys being a major interface between shallow and deep-water through its deep-water terminals on the Mississippi and barge terminals on the Industrial Canal. While New Orleans offers several multi-modal advantages, it also has some inherent disadvantages as well, namely, bridge height restrictions for Post-Panamax vessel navigation, road congestion, lack of modern distribution center stock and a challenging local environment.

5.1.3 Tampa

Tampa, located on Florida's West Coast and mid-state, is a multi-modal port location as well. The port is primarily a bulk port serving the export and import of bulk, neo-bulk and agricultural products and container cargo for the Tampa/Orlando corridor, having posted only 141,030 TEUs (twenty-foot equivalent units) in 2020 (source: Port Tampa Bay website). Tampa is served by one Class 1 railroad.

Like most major ports in Florida, due to the southern location in the long peninsula that is the State of Florida, Tampa serves as an export market for bulk cargo and import container node for products that will be consumed within its catchment area. Florida is the third largest state in the union from a population standpoint and is a consumer state.

While Port Tampa Bay enjoys a considerable amount of distribution space inventory through the I-4 Corridor up to Orlando, it is also some of the most expensive with price per square foot for distribution space ranging from $5.23 - $8.37 per square foot per month. It also has a relatively high cost of electricity ($0.884/kwh)[27] when compared to Houston, New Orleans and Mobile. All of which today renders the

[27] Electricity Local, "Tampa, FL Electricity Statistics," https://www.electricitylocal.com/states/florida/tampa/#:~:text=Thepercent20averagepercent20industrialpercent20electricitypercent20ratepercent20inpercent20Tampapercent20ispercent208.84percentC2percentA2,ratepercent20ofpercent206.67percentC2percentA2percent2FkWh, accessed June 2021.

Tampa Bay area a major non-contender for the development of a major gateway port location for the Southeast United States.

5.2 Logistics Park transportation synergies and efficiencies – end user standpoint

As described above, Mobile offers an affordable logistics hub from an end user standpoint. Rents and electricity for industrial spaces are on the lower end if compared to the existing logistics and distribution hubs in the southeast. Furthermore, the cost of living and doing business is overall affordable, as Alabama ranked 4th lowest regarding costs of business in the country.[28]

Due to these reasons and the great connection to all transportation modes, a distribution hub in Mobile would reduce costs and freight time for the end users.

Alabama is a major aerospace and automotive industry manufacturing area. The following is a list of manufacturers and logistics industries that are in the state:

- Airbus SE – Mobile
- Amazon – Huntsville, Theodore & Bessemer
- Mercedes Benz – Vance (Tuscaloosa)
- Honda – Lincoln (Birmingham)
- Hyundai – Montgomery
- Mazda Toyota -Huntsville
- Polaris (off road, snow, on road, and defense vehicles, boat manufacturers) - Madison
- Autocar – Birmingham
- New Flyer (motorcoach manufacturer with 43 percent market share in North America) – Anniston

Today, there are 200 auto manufacturing establishments in Alabama, which includes 10 motor vehicle manufacturing facilities, 41 body and trailer manufacturing centers and 149 parts manufacturing establishments, according to CAR.[29] Additionally, there are over 300 international aerospace companies with facilities in Alabama as well, such as Boeing, Lockheed Martin, GE Aviation, Raytheon, Collins Aerospace and GKN Aerospace. Airbus, another international

[28] Jerry Underwood, "Analysis ranks Alabama among top states for economic momentum amid recovery," Amazing Alabama, April 23, 2021, https://amazingalabama.com/2021/04/23/analysis-ranks-alabama-among-top-states-for-economic-momentum-amid-recovery/, accessed June 2021.
[29] MLive, "These are the top 10 states for auto manufacturing in the U.S.", updated 21 May 2019, https://www.mlive.com/auto/2015/03/these_are_the_top_10_states_fo.html, accessed June 2021.

aeroplane manufacturer from Europe, has its only US based manufacturing facility in Alabama, where it produces its A320 family passenger planes and its A220 aircraft as well. [30]

In addition to the aforementioned industries, Alabama is home to a variety of other industries such as forest and agricultural products, metals and advanced metals, specialty chemicals, resins and bioscience. Clearly, there is increasing need for a well-developed, multi-modal supply chain to service the growth of these industries. According to the 'Made in Alabama' website[31], the following are 'Quick Facts' relative to the state's distribution and logistics capabilities:

- 6 Interstates totalling 1,060 miles
- Half of U.S. population within one day's driving distance
- 2,000+ miles of Class I railroad track
- 19 U.S. Highways totalling 3,852.85 miles
- 9th largest seaport in U.S. (Port of Mobile)
- No. 17 ranked U.S. airport for international cargo (Huntsville International)
- 100+ overseas shipping lines served

Planning for infrastructure requires careful analysis of industry needs well into the future. Failure to plan can stifle growth, congest roadways, restrict trade and economic development. The proposed Logistics Park project represents a strategically located site with excellent infrastructure connectivity poised to strengthen supply chains by facilitating the fluid movement of cargo through multi-modal modes of transport. The efficient movement of cargo through this key gateway will relieve congestion on roadways and enhance the Port of Mobile's capabilities to handle increasing cargo volumes.

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[30] Made in Alabama, "Aerospace and Aviation", https://www.madeinalabama.com/industries/industry/aerospace-aviation/, accessed in June 2021.
[31] Made in Alabama, "Distribution & Logistics", https://www.madeinalabama.com/industries/industry/distribution-logistics/, accessed June 2021.

5.3 Mobile Logistics Park enhancement of cargo processing efficiency and range of potential services

Having the logistics park, the ICTF, the seaport and the airport in such proximity to each other comes with several advantages, including the ability to shift cargo among several modes of transport. Possible cargo flows could include a combination of these multiple modes of transport to serve industries through the state and region.

FIGURE 5-1 STATE EXPORTS FROM ALABAMA.
SOURCE: CENSUS.GOV.

Rank	HS Code	Description	2020 Value
---	---	**Total Alabama Exports and % Share of U.S. Total**	**17,131**
---	---	**Total, Top 25 Commodities and % Share of State Total**	**11,306**
1	870323	PASSENGER MOTOR VEHICLES WITH SPARK-IGNITION INTER	2,859
2	880000	CIVILIAN AIRCRAFT, ENGINES, AND PARTS	1,331
3	870333	PASSENGER MOTOR VEHICLES WITH COMPRESSION-IGNITION	1,035
4	270112	BITUMINOUS COAL, WHETHER OR NOT PULVERIZED, BUT NO	954
5	870324	PASSENGER MOTOR VEHICLES WITH SPARK-IGNITION INTER	705
6	470321	CHEMICAL WOODPULP, SODA OR SULFATE, OTHER THAN DIS	424
7	870332	PASSENGER MOTOR VEHICLES WITH COMPRESSION-IGNITION	387
8	390740	POLYCARBONATES, IN PRIMARY FORMS	381
9	840734	SPARK-IGNITION RECIPROCATING PISTON ENGINES FOR PR	381
10	481039	KRAFT PAPER AND PAPERBOARD (NOT FOR WRITING, PRINT	359
11	120190	SOYBEANS, OTHER THAN SEED	303
12	870340	PASSENGER MOTOR VEHICLES, WITH BOTH APRK-IG INTRNL	275
13	870370	MOTOR VEHICLES, WITH BOTH COMPRESSION-IGNITION INT	251
14	271019	PETROLEUM OILS, OILS FROM BITUMINOUS MINERALS (OTH	217
15	382499	CHEMICAL PRODUCTS AND PREPARATIONS OF THE CHEMICAL	214
16	020714	CHICKEN CUTS AND EDIBLE OFFAL (INCLUDING LIVERS) F	182
17	930690	BOMBS, GRENADES, TORPEDOES, MINES, MISSILES AND SI	174
18	870829	PARTS AND ACCESSORIES OF BODIES (INCLUDING CABS) F	170
19	381519	SUPPORTED CATALYSTS, NESOI	140
20	440711	PINE WOOD SAWN OR CHIPPED LENGTHWISE, SLICED OR PE	111
21	840820	COMPRESSION-IGNITION INTERNAL COMBUSTION PISTON EN	106
22	293090	ORGANO-SULFUR COMPOUNDS, NESOI	93
23	292122	HEXAMETHYLENEDIAMINE (1,6-DIAMINOHEXANE) AND ITS S	89
24	722540	FLAT-ROLLED ALLOY STEEL (OTHER THAN STAINLESS) NOT	88
25	010511	CHICKENS, LIVE, WEIGHING NOT MORE THAN 185 G (6.53	78

Advantages of having the airport close by, from a third-party logistics (3PL) provider standpoint, are that they can offer their customers expedited service and other modes of transport. For 3PLs, this provides an opportunity to expand their business model to better serve potential users and provides users a "one-stop" location.

5.4 Logistics Park's competitive advantages for:

Generally, the location is one of the major competitive advantages of this project. Being located at a deep-water port and within a 330-mile radius of major logistics hubs of Atlanta and Memphis make Mobile attractive. As the Logistics Park is combining four transportation modes (air, road, rail and maritime) it is unique in its geographical location and interconnectivity. Being near two interstates (I-10 FL-CA; and I-65 IL-AL); having 3700 miles of rail tracks as well as large manufacturers

(automobile, aerospace, biosciences, and food/ agriculture production) throughout the state and region makes Mobile a perfect location for a high-tech logistics park.

Furthermore, Amazon is planning a big fulfillment center in Huntsville, AL which is another big potential customer taking advantage of such facilities.

Another advantage Alabama has is that the state does not charge inventory taxes (unlike Mississippi, Oklahoma, and others) and is ranked the 4th lowest regarding cost of business and the 7th lowest for cost of living. Additionally, it is the 11th fastest growing metropolitan area of the United States.[32] As the area around Mobile does not have many class A logistics properties, this is an opportunity to create an upscale, high class distribution hub.

5.4.1 Airport

The availability of the airport and Airbus facility to the logistics park and ICTF is another major competitive advantage as it provides it reduces time and costs associated moving between these modes of transport. This can increase efficiencies when utilizing multi-modal cargo movements to attract new end users that are dependent on this faster movement of goods.

5.4.2 Port

Another competitive advantage at the Port of Mobile is a lack of congestion when compared to competing ports. The marine container and rail intermodal terminals' close location to the interstate, provides efficient operations and reliable service to attract new users. This coupled with its interconnectivity to multiple modes of transport position Mobile very well for continued growth and development as a true cargo gateway.

5.4.3 Other Advantages

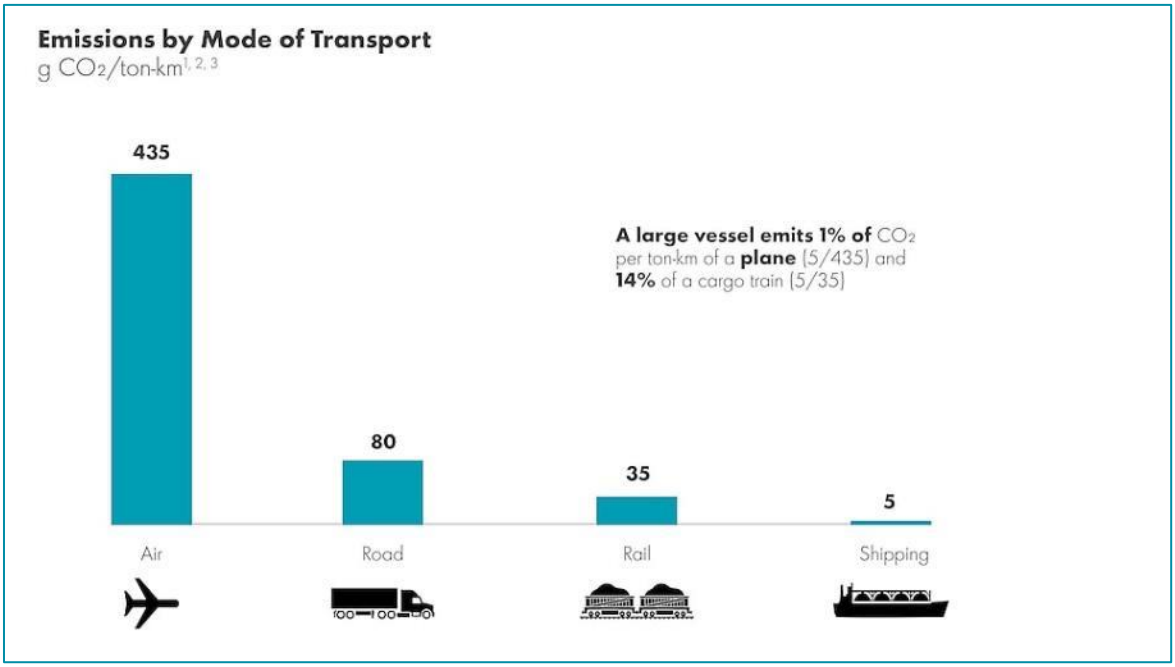
With its intermodal connectivity and the development of the ASPA Logistics Park, the Port of Mobile will be positioned to further support two major national goals including economic growth through environmentally conscious projects.

[32] Jerry Underwood, "Analysis ranks Alabama among top states for economic momentum amid recovery," Amazing Alabama, April 23, 2021, https://amazingalabama.com/2021/04/23/analysis-ranks-alabama-among-top-states-for-economic-momentum-amid-recovery/, accessed June 2021.

Mobile is the least congested of the three Gulf Coast city-ports (Houston, New Orleans being the others) with the hubs for the different modes of transport being within proximity to one another. The logistics park will effectively streamline, expand, and enhance the connectivity between air, sea, rail, and road to the Central Southern, Southeastern, and Midwest United States.

As shown in Figure 5-2 below, shipping and rail are the most environmentally friendly modes of transportation. Nothing can have a larger positive impact than increasing the share of these two transportation modes and reducing the reliance of road transportation.

FIGURE 5-2: EMISSIONS BY MODE OF TRANSPORT



Source: https://www.shell.com/energy-and-innovation/the-energy-future/greenhouse-gas-emissions-in-shipping.html

One of the most effective and immediate social and economic opportunity equalizers is the development of family sustaining jobs. The transportation and logistics industries both have a long track record in developing high paying jobs. There is no doubt that a potential economic engine such as the proposed Logistics Park will have a deep and wide positive economic impact throughout the state, region, and its respective supply chain.

5.5 Logistics Park project layout and design concepts

The Alabama State Port Authority/Mobile Airport Authority have an extensive design checklist of cutting-edge technological capabilities for the development of the park ranging from electrified cargo handling assets to electrification of roadways and driverless vehicles, cargo processing technology and other attributes.

The Logistics Park represents a clean canvas to develop one of the most advanced, environmentally sustainable, energy efficient intermodal facilities in North America. It also offers the ability to deliver these capabilities in a phased approach based on market demand, available funding and current and near available technology.

We refer the reader to the 'Mobile Intermodal Freight Efficiency Project' grant application which describes in great length the details of the technology planned for the project.

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6 Summary and Conclusions

The current Mobile logistics landscape offers a platform from which to leverage and build an expanded national intermodal gateway hub to serve the Southern and Northern Midwest markets. The impact of this would be significant to the region's and the nation's ability to process cargo, both from an import and export standpoints.

The proposed Logistics Park will surely augment and more closely align the capability of the Port of Mobile's existing marine cargo infrastructure assets, particularly its Intermodal Container Transfer Facility (ICTF) at Choctaw Point, where it could at full build out increase the container throughput to 300,000 TEU.

The Port of Mobile is a multi-faceted, multi-cargo seaport that plays an important part in the export market for U.S. mining, agribusiness, and manufacturing. The seaport also handles imported commodities, components and other semi-finished products bound for U.S. manufacturing and retail/distribution industries. The Logistics Park will exponentially expand its capacity to do even more in this regard.

Due to the proximity of the Alabama State Port Authority Logistics Park and Brookley Aeroplex (neighboring) to the Port of Mobile deep-water seaport with immediate access to interstate and rail networks, including the ICTF, the development of the Brookley Aeroplex passenger and air cargo and the Logistics Park strategically provide an unique, uncongested intermodal and multimodal gateway option for shippers utilizing the nation's freight networks.

The Alabama State Port Authority Logistics Park is an infrastructure investment that will provide a reliable, sustainable, predictable, and cost-efficient gateway equipped with more environmentally friendly rail and water modes of transportation. The historic ability of the logistics industry to generate numerous family sustaining jobs will also result in this project meeting most if not all the goals and objectives as set out in the Mobile Intermodal Freight Efficiency Project (FY 201 US DOT Transportation Demonstration Program Grant Application).

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7 About Aegir Port Property Advisers

Aegir Port Property Advisers (a State of Florida certified minority business enterprise) is the pioneer port real estate consultancy exclusively focused on meeting the unique property and real estate challenges faced by the ports and maritime industries. Since its founding in 2003, the cornerstone of Aegir's services is to increase port competitive advantages; better attract and retain clients; increase property-based revenue streams; and maximize overall port values through the more strategic use of a port's largest asset – property.

We partner with our clients to identify critical challenges and high value opportunities. Then, we develop practical, market driven, port real estate solutions to attain them. We seek to transform how our clients manage their port property portfolios, so that they can secure long lasting, real operating cost savings and operational and financial performance gains.

Aegir offers a wide range of property related services, bridging various industries, to ensure that each property decision overarches and supports a port's core business mission. Services range from complex port property lease structuring to obtain real return on asset values, to developing strategic port property asset management plans, valuation, and appraisals, 'highest and best use' analysis and port property strategy development.

Aegir offer clients the most comprehensive, strategic insight in all things related to port property issues and challenges, from market research, highest and best use, port operations and related logistics, lease structuring, valuations and strategic off port expansion strategies and port property strategic asset management plans - effectively covering all elements of the 'sea-land' equation.

This in-depth understanding and objectivity provide our clients with the actionable advice and recommendations they need to achieve their ambitions and stay ahead of the market.

Aegir - helping you navigate the world of port property by effectively bridging the port and property industries.

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