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Space & Logistics in Support of the Space Industry: A Real Estate & Logistics Approach

Robin Fisher  
*Brevard County District 1*

Joan Junkala  
*City of Cocoa, Economic Development*

Robert Richter  
*Flagler Global Logistics, Business Development*

John Walsh  
*Canaveral Port Authority, Port Director*

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Space & Logistics
in Support of the Space Industry

A Real Estate & Logistics Approach

Brevard County District 1 - Commissioner Robin Fisher
City of Cocoa, Economic Development - Joan Junkala
Flagler Global Logistics, Business Development - Robert Richter
Canaveral Port Authority, Port Director - John Walsh
Exploring a New Era

- New Era of Space Contractors – Delivery
- NASA takes on role of facility – Multi use research
- Private sector grows innovative service products
- All of these require first class facilities; buildings, launch capability, support, logistics
“Space” Has Many Global Meanings

- The traditional meaning in this region is about exploration – rockets, astronauts, telescopes, rovers
- The four people sitting here today are about another kind of “space”
- We collectively have been engaged in creating great spaces to work, play, invent, manufacture
- For your kind of space business to grow – you need our kind of space and business development or you cannot attract first class manufacturers and logistics firms here
Logistics

“Movement of goods from one location to another via various modes of transportation including the planning, pricing, tracking and execution of timely and effective methods”

- By ship or barge
- By highway-truck
- By railroad
- Intermodal-Partner
- Launch vehicle
- Air freight

Supply chain is critical in a Global Economy
Port Canaveral Objectives
State of the Art Modern and Efficient Methods & Infrastructure
Our Objectives

- 524 Business & Logistics Center at I-95; 270 acres with 4 million SF class A 36’+ clear bay and 1 million SF class A office park with hotel, restaurant, gas and LNG, CNG fuel and convenience center
We can be very competitively priced on offices, warehouses and logistics approach to earn new customers.

- Titusville Logistics
  Phase 1 – 242,000 SF 30’ clear high bay warehouse and logistics center with rail spur, close to barge, and easy access.
On Port Focus to Support the Region

Deep Water – Move to 46’- 47”
Going to 60’—55’ in three phases

Connectivity – Rail Service

On Port Rail Connection to FEC, CSX, NS
Diversify Our Region...

Define Existing Business Lines Plus Focus on Logistics Business

- Central is Key – 3½ hours from every major Florida __
- Within 8 hours in 85 million people
- Warehouse – Distribution, Assembly, Repair, Packaging – 3PL - BCO’s

Draw diverse manufacturers into Brevard-Orange Counties:

North Side High-Bay Warehousing & Vacant Land

Marlin St. Steerable Warehouse

Dolphin St.

SR528-Sea Ray Dr / 47+ Acres Industrial / Commercial Vacant Land
How do we move to a Diverse Economy

- We acknowledge we can do better
- Create strong business development programs to valid markets to compete to close deals
- Public-Private Joint ventures create stronger projects
- Fast permits, cut regulation, special districts cooperation and business friendly environment
- Enterprise Florida and Governor Scott push to sell Florida – domestically and internationally
- County – City – Port – Developers growing together to target industries and clusters
- Combine first class community and first class teams – We will draw amazing companies here.
Commissioner Robin Fisher

Brevard County District 1
A SLEEPING GIANT INFRASTRUCTURE, PEOPLE, AND OPPORTUNITIES EXIST
DIVERSIFICATION

ARGO

COMMERCIAL SPACE

LIQUEFIED NATURAL GAS

ADVANCED MANUFACTURING/LOGISTICS
RELATIONSHIP FOCUSED
REGIONALLY AND INTERNATIONALLY
LARGEST IN STATE
A NEW SPECIAL DISTRICT
HOW DOES IT WORK?
LIKE A T.I.F.

TIT WITH A TWIST - NEW CONSTRUCTION ONLY FOR FIRST 5 YEARS
IMPACT? CONSIDER THIS ...

• Countywide new construction FY 2011/12 - $210 million
• Zone new construction FY 2011/12 - $3.7 million
• Zone new construction impact today - $800 million
ZONE REVENUE PROJECTION

- FY 2011/12 - $15,000
- FY 2012/13 - $15,000
- FY 2013/14 - $66,000
- FY 2014/15 - $3 M
- FY 2015/16 - $66,000
- FY 2016/17 - $3 M
DO, WHAT WILL THE ZONE DO?
SIDING IN BUSINESS ATTRACTION
WIDENING OF I-95

6-laning of I-95 accelerated by 4 years

ILA between Brevard County & North Brevard Economic Development Zone created the **Space Coast Infrastructure Agency**

No risk to revenues or credit ratings for Brevard County or the NBEDZ

30 miles of interstate widened from 4 to 6 lanes - Garden Street in Titusville to State Road 44 in New Smyrna

Completing the 73 mile Brevard County stretch
REDEVELOPMENT

MIRACLE CITY TOWNE CENTRE
Estimated Impact:
$51 M Developer Investment
$36 direct, full time retail jobs/$10.4M payroll
220 medical positions / $12.4M payroll
Multiplier effect another 428 jobs in community
$250M Liquefied Natural Gas “LNG” production and distribution plant
Intend to be open for operation mid-2016
Next closest Macon, GA
Trucks, Cargo Ships, Water Pumps, Generators & Rocket Fuel

FECI chose Titusville because “it is at the center of a growing aero-space industry; is near Port Canaveral; has a “business-friendly” climate; has a supply of skilled high tech workers;
PROJECT EAGLE

High tech company 150 jobs
Spaceport Commerce Park
$3.5M private capital investment
Publicly traded company 5,000+ employees
More than 20 year history
$48,000 average salary
Future expansion
Brevard County Commissioner Robin Fisher appreciates the port’s efforts to diversify as north Brevard looks to other industries.

“We have the infrastructure people need and it really makes a lot of sense,” Fisher said.

Channel 6 News, Jul 29 2013 09:54:26 AM

Brevard County Commissioner Robin Fisher said he believes the port's plans are a great way to help bring more jobs to the area and diversify the local economy. "The spinoff would be huge," Fisher said.

Dave Berman, FLORIDA TODAY 12:03 p.m. EDT September 17, 2014
Joan Junkala

City of Cocoa, Economic Development
City of Cocoa

- Office of Economic Development is a division of the Community Services Department.
- Economic Development staff works to ensure all projects move forward seamlessly and timely.
- Quick Response Team – Economic Development, Building Division, Planning & Zoning, Utilities, Public Works, Fire
Expedited Permitting

- Cocoa is S.N.A.P. certified community by the EDC of Florida’s Space Coast
- Open for Business certified by Central Florida Partnership
- Competitive Building Permit Fees – April 2013, City Council approved a more competitive and streamlined fee schedule.
Economic Development Programs

- Economic Development Incentive Fund
  - Job Creation
  - Utilities Improvements
- Cocoa Ad Valorem Tax (AVT) Abatement
  - Can be combined with Brevard County’s AVT Abatement program
- Small Business Assistance Program
  - Workforce Training
  - Improvements to Public Right-of-Way
- Façade Grants
  - 50/50 Matching Grants available in Cocoa’s community redevelopment areas
- PRO Business
  - Site visitation, workshops/seminars, technical assistance and resources, online business directory, monthly business spotlight
State & Federal Programs

- Foreign Trade Zone (FTZ)
  - Tate Industrial Park
- Enterprise Zone #501
- HUBZone
  - 6 certified businesses
- Brownfields Program
  - Cocoa was a Brownfield grant recipient in 2003, 2005, and 2009. Application has been submitted for 2015 award.
Location, Location, Location

- Centrally located in Brevard County and the state
- Proximity to Port Canaveral and three airports (Orlando, Melbourne, Daytona)
- Access: SR 520, SR 528, I-95, U.S. 1
- Gateway to Cocoa Beach, and minutes from Kennedy Space Center and other local attractions
Development Opportunity

- Cocoa-Grissom Industrial Area
  - Vacant developable industrial land
  - Minutes from Port – poised for trade opp
  - Manufacturing/Warehouse/Distribution

- Port Canaveral purchases 270 AC
  - Big-box warehouse/distribution space
  - Class A Professional Office space
  - Commercial space available
Project Announcements

The City is seeing an increase in activity!

- Erdman Motors annexation
- Tractor Supply locates in Byrd Plaza
- Influx of new restaurants: Sugar Shack Donuts, Krispy Krunchy Chicken, vegan concept
- Parkside Place redevelopment nearing completion
Quality of Life

- Cocoa Village – thriving quaint downtown
  - Redevelopment of 4 AC on Florida Avenue
  - Brevard Avenue Brownstones
- New single-family housing development
  - Emerald Lakes, Adamson Creek
- Education: Elementary to Post-Secondary without leaving the city
- Road Widening and streetscaping projects
  - U.S. 1, Florida Ave, Peachtree St, Harrison St
- Waterway amenities and projects
  - Pedestrian connector, mooring field, fishing pier
Robert Richter

Flagler Global Logistics, Business Development
CONNECTING THE WORLD BY **LAND, SEA & AIR**
founded in 1892 by Henry M. Flagler, an American pioneer who developed dozens of resorts along Florida’s east coast and his Florida East Coast railway system to transport visitors. His rail line stretched 351 miles from Jacksonville to Miami and ultimately Key West. This essential infrastructure facilitated and supported the major agricultural and commercial boom that took place in Florida in the early 1900s.

While expanding his railroad, Henry amassed a significant portfolio of Florida land, which laid the foundation for our real estate company.
**strategic**—Distribution locations around Florida

**intermodal**—Combination of on-trail, near port, near airport, and on-shoreway sites

**local**—SFLS offers local property development, management & brokerage

**experienced**—7 million SF of office and industrial space owned around Florida

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**WE ARE FLORIDA**

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### Strategic — Distribution locations

- **LAKELAND CENTRAL PARK**
  - Lakeland, FL
  - 336 Acres
  - 5.6 MSF Industrial

- **COUNTYLINE CORPORATE PARK**
  - Miami, FL
  - 395 Acres
  - 7.1 MSF Industrial

- **FLAGLER STATION**
  - Miami, FL
  - 134 Acres

### Intermodal — Combination of on-trail, near port, near airport, and on-shoreway sites

- **TITUSVILLE LOGISTICS CENTER**
  - Titusville, FL
  - 188 Acres
  - 2.9 MSF Industrial

- **ST. LUCIE DISTRIBUTION CENTER**
  - FT. PIERCE, FL
  - 192 Acres
  - 2.8 MSF Industrial

- **SOUTH FLORIDA LOGISTICS CENTER**
  - Miami, FL
  - 143 Acres
  - 2.2 MSF Industrial

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**2,500 ACRES**

**24 MSF OF ENTITLEMENTS**

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WE ARE FLORIDA
SVILLE LOGISTICS CENTER
ACRES / 2.9 MSF INDUSTRIAL

W of US-1 & Golden Knights Blvd.
Bounty / Brevard
Submarket / Titusville
Location / US-1 & Golden Knights Blvd.
Cross Acres / 229
Warehouse & Logistics Entitlements / 2.9

millions SF
SVILLE LOGISTICS CENTER

2.9 MSF INDUSTRIAL

Location / US-1 & Golden Knights Blvd.
County / Brevard
Submarket / tusville

Warehouse & Logistics Entitlements / 2.9 million SF

Cross Acres / 229
We look forward to working together toward our mutual success.

Robert Richter
Vice President, Business Development
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www.flaglergl.com
While you focus on Space – we and our other key partners can focus on making sure you have the space to invent, design, engineer, fabricate, manufacture, assemble, fuel, control, finance, blast off, track, recover, restore, maintain, and lobby for…..

And, whatever you do…

We can get your raw materials and finished goods delivered!
How Do You Benefit?

- Low land cost and competitive labor allows lower rents
- New high bay and first class space allows high tech applications and processes to be accommodated
- Lower cost of supply chain allows you to better compete
- Strong logistics systems and strong pro business environments attract major companies into a region
- Major companies like to buy from local suppliers

Let us know how we can assist you!