

YELLOW CREEK STATE INLAND PORT AUTHORITY
(486 – 00)

FIVE YEAR STRATEGIC PLANS

FOR THE FISCAL YEARS

2019 THROUGH 2023



YELLOW CREEK STATE INLAND PORT AUTHORITY

1. COMPREHENSIVE MISSION STATEMENT

THE PORT AUTHORITY OPERATES A PORT TERMINAL AND MARKETS INDUSTRIAL SITES. THE PORT TERMINAL OPERATES TO PROVIDE SERVICES OF GENERAL CARGO TRANSFERRED BY RAIL CARS, TRUCKS AND PRIMARILY BY BARGES TO ENHANCE THE ECONOMIC WELL BEING OF THE AREA'S INDUSTRY BY GIVING INDUSTRY THE OPPORTUNITY TO USE ECONOMIC WATER TRANSPORTATION. THE YELLOW CREEK STATE INLAND PORT AUTHORITY WAS CREATED IN OPERATION PURSUANT TO THE PROVISIONS OF SECTION 59-17-35 SEQ., MISSISSIPPI CODE OF 1972 ANNOTATED. THE PORT AUTHORITY IS RESPONSIBLE FOR DEVELOPING, MARKETING, MAINTAINING, AND PROMOTION OF THE TERMINAL OPERATIONS, TO SERVE EXISTING INDUSTRY, AND TO ATTRACT NEW INDUSTRY IN WHICH TO REMAIN SELF-SUPPORTING. THE AUTHORITY IS ALSO DEVELOPING, MARKETING, AND PROMOTING INDUSTRIAL SITES ON THE STATE OWNED LAND FOR THE PURPOSE OF LOCATING ECONOMIC DEVELOPMENT. BY THE DEVELOPMENT OF THE NORTHEAST MISSISSIPPI WATERWAY INDUSTRIAL PARK ALONG THE TENN TOM WATERWAY, THE STATE OF MISSISSIPPI WILL BE TAKING ANOTHER STEP TOWARD ATTRACTING NEW INDUSTRY IN WHICH WILL HELP REDUCE THE AREA'S UNEMPLOYMENT.

2. PHILOSOPHY

THE YELLOW CREEK STATE INLAND PORT AUTHORITY'S PHILOSOPHY IS TO OPERATE THE TERMINAL OPERATIONS UNDER SOUND BUSINESS PRACTICES. PROVIDE CUSTOMERS AND TENANTS WITH THE BEST QUALITY OF SERVICES, AND TO EXCEED CUSTOMER AND TENANT EXPECTATIONS WITH THE PORT'S CARGO HANDLING CAPABILITIES. YELLOW CREEK STATE INLAND PORT AUTHORITY IS COMMITTED TO ECONOMIC AND INDUSTRIAL DEVELOPMENT FOR THE PURPOSE OF LOCATING INDUSTRY AND FOSTERING A MUCH NEEDED GROWTH AND EMPLOYMENT BY PROMOTING AND DEVELOPING OF ITS STATE OWNED PROPERTIES.

3. STATEWIDE GOALS AND BENCHMARKS

STATEWIDE GOAL #1: TO DEVELOP A PUBLIC INLAND PORT AUTHORITY BY OFFERING TO INDUSTRY TRANSPORTATION OPTIONS INCLUDING ROADWAYS, WATER AND RAIL, AND TO REMAIN SELF SUPPORTING TO FURTHER ENHANCE THE STATE OF MISSISSIPPI.

BENCHMARKS #1

- TVA TRANSFER OF LAND TO STATE OF MISSISSIPPI
- INCREASE IN BARGE SHIPMENTS
- YCP OWNS AND MAINTAINS TEN MILES OF RAILSPUR WITH DAILY RAIL SERVICE AND ON SITE RAILMOVER
- SELF-SUPPORTING THROUGH THE TERMINAL OPERATIONS

STATE WIDE GOAL #2: TO ATTRACT INDUSTRY, FOSTER ECONOMIC DEVELOPMENT, AND PROMOTE JOBS
BENCHMARK #2

- TVA TRANSFER OF LAND TO THE STATE OF MISSISSIPPI
- DEVELOPMENT OF INDUSTRIAL PARK IN THE PORT COMPLEX WITH TEN SUCCESSFUL INDUSTRIES
- DEVELOPMENT OF THE NORTHEAST MS WATERFRONT INDUSTRIAL PARK, YELLOW CREEK PORT SOUTH, BURNSVILLE, MS
- MISSISSIPPI SILICON-ANCHOR TENANT- LOCATED IN BURNSVILLE – COMPLETED AND IN OPERATION
- BMSI - LOCATED IN BURNSVILLE
- PROJECT FLOAT – MOVING FORWARD - SITE PREPERATION ONGOING
- OVER 800 JOBS MAINTAINED AND CREATION OF 300 NEW JOBS
- AVAILABLE SPECULATIVE BUILDING

4. OVERVIEW OF THE AGENCY FIVE YEAR STRATEGIC PLANS:

THE PORT AUTHORITY HAS TWO PROGRAMS OF ACTIVITIES THAT ARE PLANNED FOR THE NEXT FIVE YEARS. THE TWO PROGRAMS ARE 1) TERMINAL OPERATIONS AND 2) INDUSTRIAL DEVELOPMENT AND MARKETING

THE YELLOW CREEK PORT IS A FULL SERVICE PORT FACILITY LOCATED AT THE JUNCTURE OF THE TENNESSE RIVER AND THE TENNESSE TOMBIGBEE WATERWAY. THE PORT TERMINAL HANDLES A WIDE RANGE OF COMMODITIES AND CURRENTLY HANDLES ITEMS SUCH AS STEEL COILS, STEEL PIPE, STEEL PILING, LARGE FABRICATED STEEL ITEMS, BULK SILICON, AND SILICA FUME WITH THE PRIMARY COMMODITY BEING STEEL COILS. THE PORT TERMINAL OPERATIONS INVOLVE THE CAPABILITY OF HANDLING TRANSPORTED COMMODITIES BY THE MEANS OF TRUCKS, RAILCARS AND BARGES. NEW CUSTOMERS ARE CONTINUING TO USE THE TERMINAL DUE TO ITS CAPABILITIES AND LOCATION. INBOUND AND OUTBOUND SHIPMENTS ARE INCREASING IN RAIL, TRUCK, AND BARGE TRAFFIC.

THE TERMINAL UTILIZES TWO DOCKS AND TWO LARGE CAPACITY CRANES: 1) MAIN DOCK FOR UNLOADING BARGES AND RAIL CARS AND 2) SECONDARY DOCK FOR LOADING BARGES OF FABRICATED STEEL AND SILICA FUME.

THE INDUSTRIES THAT HAVE LOCATED AT THE PORT COMPLEX ARE LARGE STEEL USERS, ALL INDUSTRIES UTILIZE THE PORT TERMINAL SERVICES AS WELL AS FERROUS METAL PROCESSING, THE PORTS ANCHOR TENANT.

WITH THE GROWTH OF NEW TENANTS AND EXISTING FACILITIES, THE PORT CONTINUES GROWTH BOTH IN CARGO AND RELATED TONNAGE. THE PORT CONTINUES TO OPERATE ON THE ORIGINAL TWELVE-ACRE SITE IN WHICH IS BEING FULLY UTILIZED. TO ACCOMMODATE CURRENT AND FUTURE DEMANDS FROM TENANTS AND CUSTOMERS, PLANS ARE REMAIN UNDERWAY TO EXPAND ITS FACILITIES BY ADDING AN ADDITIONAL CARGO LOADING FACILITY WITH AN ADDITIONAL LAY DOWN AND STORAGE AREA, AND OTHER IMPROVEMENT PROJECTS SUCH AS PAVING AND RAILROAD PROJECTS. PLANS ARE IN PLACE AND READY TO MOVE FORWARD IN BUILDING AN ADDITIONAL BUILDING FOR OUR ANCHOR TENANT, FERROUSOUTH TO LEASE. PLANS ALSO INCLUDE THE BUILDING OF A NEW PORT OFFICE FACILITY IN WHICH WILL ALLOW FOR THE CURRENT OFFICE/WAREHOUSE TO BE USED AS A MARKETING TOOL TO ATTRACT ADDITIONAL INDUSTRY WITH WATER AND RAIL TRANSPORTATION NEEDS.

THE YELLOW CREEK PORT AUTHORITY IS CONTINUING WITH PLANS OF ECONOMIC DEVELOPMENT OF THE NORTHEAST MISSISSIPPI WATERWAY INDUSTRIAL PARK AND OTHER STATE OWNED INDUSTRIAL SITES. PLANS AND GROWTH ARE MOVING AT A VERY FAST PACE. AGGRESSIVE MEASURES AND STRATEGIES ARE BEING TAKEN TO KEEP UP WITH AND TO MEET THE DEMANDS OF THIS WELCOMED GROWTH. TWO ONGOING DEVELOPMENTS INCLUDE THE CONSTRUCTION OF A NEW SPECULATIVE BUILDING AND RAIL SPUR INTO THE NORTHEAST MISSISSIPPI WATERWAY INDUSTRIAL PARK. PHASE I AND PHASE II OF THE RAILSPUR HAVE BEEN COMPLETED. THE PORT HAS LANDED MISSISSIPPI SILICON IN THE INDUSTRIAL PARK IN BURNSVILLE AND THIS PROSPECT IS CONSIDERED AN ANCHOR TENANT AS WELL AS LANDING A TENANT (BMSI) TO OCCUPY THE SPECULATIVE BUILDING. PROJECT FLOAT IS IN FINAL NEGOTIATIONS AND SITE PREPARATIONS IN PROGRESS. AGGRESSIVE EFFORTS ARE GOING INTO PREPARING/UPGRADING THE BARGE TERMINAL IN BURNSVILLE TO BETTER ATTRACT INDUSTRY AND TO BETTER SERVE ITS CUSTOMERS. LARGE EQUIPMENT PURCHASES ARE NECESSARY TO THE SUCCESS OF THE BARGE TERMINAL AND PURCHASING PROCEDURES HAVE BEGUN. AN ADDITIONAL SPECULATIVE BUILDING IS UNDER CONSTRUCTION, WITH PLANS TO START ANOTHER AS SOON AS OCCUPANCY TAKES PLACE. CONTINUATION OF DEVELOPMENT, AGGRESSIVE MARKETING EFFORTS ARE PLANNED AND CONDUCTED BY NETWORKING WITH OTHERS, INTERNET, CORRESPONDENCE, PHONE INQUIRIES, PROSPECT MEETINGS, AND THE MAIN OBJECTIVE BEING SITE VISITS.

THERE ARE NOT ANY FUNDS BEING REQUESTED FROM THE GENERAL FUNDS. HOWEVER, WITH YOUR CONTINUED SUPPORT, THE NORTHEAST MISSISSIPPI AREA HAS EXCELLENT POTENTIAL FOR FURTHER GROWTH AND FURTHER DEVELOPMENT CONCERNING BOTH THE TERMINAL OPERATIONS AND INDUSTRIAL DEVELOPMENT.

5. AGENCY'S EXTERNAL/ INTERNAL ASSESSMENT

1. THE ECONOMY IS SLOWED AND INDUSTRY IS NOT ACTIVE
2. OTHER AREAS BECOME MORE COMPETITIVE
3. FEDERAL, STATE, AND/OR LOCAL RESTRAINTS SUCH AS TAXES
4. POLICY CHANGES IN DIRECTION

THE YELLOW CREEK PORT IS OPERATED UNDER THE SUPERVISION OF THE YELLOW CREEK STATE INLAND PORT AUTHORITY. THE AUTHORITY CONSIST OF NINE BOARD MEMBERS: ONE EACH FROM TISHOMINGO COUNTY, ALCORN COUNTY, PRENTISS COUNTY, AND ITAWAMBA COUNTY THAT ARE APPOINTED BY THE RESPECTIVE BOARDS OF SUPERVISORS, AND ONE EACH FROM THE SAME LISTED COUNTIES AND ONE AT- LARGE APPOINTED BY THE GOVERNOR FOR STAGGERED TERMS OF FIVE YEARS EACH. AT THIS TIME, THE PORT IS UNDER A TVA CONTRACT AGREEMENT (TV-62000A), WHICH INCLUDES THE MISSISSIPPI DEVELOPMENT AUTHORITY AND PROCESS IS BEING MADE TO TRANSFER ALL OF TVA INTERESTS TO THE STATE OF MISSISSIPPI. SIGNING OF DOCUMENTS HAVE BEGUN FOR FINAL TRANSFER. THROUGH A PROCESS OF MONTHLY BOARD OF DIRECTORS MEETING AND REGULAR REVIEWS BY TVA AND MDA, THE BOARD DETERMINES THE PERFORMANCE AND PROGRESS BEING MADE. BUDGETS ARE SUBMITTED AFTER APPROVAL. A CONTINUATION OF INCREASE IN TONNAGE OF CARGO HANDLED. PROFIT MARGINS AND SUCCESSFUL INDUSTRIAL RECRUITMENT ARE SOME MEASUREABLE PERFORMANCE FACTORS USED.

6. **AGENCY GOALS OBJECTIVES, STRATEGIES, AND MEASURES BY PROGRAMS FOR FY 2019 THROUGH FY2023**

FISCAL YEAR 2019

PROGRAM 1: TERMINAL OPERATIONS

GOAL A: PROMOTE AND GROWTH OF PUBLIC PORT TERMINAL TO BE ABLE TO REMAIN SELF SUPPORTING AND FURTHER ENHANCE THE LOCAL INDUSTRY AND STATE OF MISSISSIPPI.

OBJECTIVE A.1 OFFER TO INDUSTRY A COMPETITIVE MULTI-MODAL TRANSPORTATION ADVANTAGE

- EFFICIENCY:* GENERATED REVENUES THROUGH THE TERMINAL (2.2M)
- EFFICIENCY:* NEW CUSTOMERS SERVED (10)
- OUTPUT:* TOTAL TONNAGE THROUGH TERMINAL OPERATIONS (354,216)
- OUTPUT:* INVOICES GENERATED FOR PREVIOUS FY YEAR (586)
- OUTCOME:* ADDITIONAL CUSTOMER BASE
- OUTCOME:* INCREASE OF TONNAGE THROUGH TERMINAL
- OUTCOME:* INCREASE OF GENERATED REVENUES TO REMAIN SELF SUPPORTING

A.1.1 STRATEGY: PROMOTE AND INCREASE BARGE TRAFFIC INTO TERMINAL.

- EFFICIENCY:* TERMINAL LOCATION IS AT JUNCTION OF TWO MAJOR WATERWAYS- TENNESSEE RIVER AND THE TENNESSEE TOMBIGBEE WATERWAY
- EFFICIENCY:* NEW CUSTOMERS SERVED THROUGH THE PORT
- EFFICIENCY:* GENERATED REVENUES THROUGH THE TERMINAL
- OUTPUT:* UTILIZATION OF TWO DOCKS AND TWO CRANES
- OUTPUT:* NUMBER OF BARGES LOADED AND UNLOADED (112)
- OUTCOME:* INCREASE GENERATED REVENUES TO REMAIN SELF SUPPORTING
- OUTCOME:* INCREASE OF CUSTOMER BASE
- OUTCOME:* INCREASE OF OVERALL TONNAGE

A.1.2. STRATEGY: PROMOTE AND INCREASE RAIL TRAFFIC INTO TERMINAL.

- EFFICIENCY:* OWN AND MAINTAIN TEN MILE SPUR INTO TERMINAL
- EFFICIENCY:* DAILY RAIL SERVICE INTO TERMINAL
- OUTPUT:* NUMBER OF RAILCARS LOADED AND UNLOADED (559)
- OUTCOME:* INCREASE GENERATED REVENUES TO REMAIN SELF-SUPPORTING

A.1.2. STRATEGY: PROMOTE AND INCREASE TRUCK TRAFFIC INTO TERMINAL.

- OUTPUT:* NUMBER OF TRUCKS LOADED AND UNLOADED (1,310)
- OUTCOME:* INCREASE GENERATED REVENUES TO REMAIN SELF-SUPPORTING

OBJECTIVE B.1. NEW CRANE AND OTHER CARGO HANDLING EQUIPMENT OBTAIN AND MAINTAIN NECESSARY EQUIPMENT TO HAVE FLEXIBILITY TO ACCOMMODATE THE NEEDS AND DEMANDS OF EXISTING AND NEW CUSTOMERS

B.1.1 STRATEGY: NEW CRANE AND OTHER CARGO HANDLING ACCESSORIES

EFFECIENCY: EQUIPMENT EXPERIENCE IN HANDELING A WIDE RANGE OF SHIPPER/CUSTOMER NEEDS
EXPLANATORY: THE PORT TERMINAL OPERATION AND ITS SUCCESS IS BASES ON IT ABILITESAND ITS FLEET OF INDUSTRIAL EQUIPMENT
OUTCOME: WORKING EQUIPMENT EQUALS REVENUE

OBJECTIVE C.1. PORT TERMINAL EXPANSION AND IMPROVEMENTS PROJECTS

C.1. STRATERGY: MARSHALLING YARD FOR STEEL COILS
C.1.2 STRATEGY: REHABILITATION OF RAIL SPUR AT PORT TERMINAL
C.1.3.STRATEGY: NEW DOCK EXPANSION AT PORT TERMINAL
C.1.4. STRATEGY: OFFICE AND WAREHOUSE IMPROVEMENTS

OUTCOME: IMPROVEMENTS AND INVESTMENTS WILL ENABLE THE PORT TERMINAL TO GROW AND BETTER SERVE ITS CUSTOMERS, COUNTY, AND STATE.

FUNDING:

\$ 0 GENERAL
\$ 0 FEDERAL
\$ 7,431,769 OTHER
\$ 7,431,769 TOTAL

PROGRAM 2: INDUSTRIAL DEVELOPMENT AND MARKERING (2019)

OBJECTIVE A.1 ENHANCE THE ECONOMIC DEVELOPMENT AND WELL BEING OF THE AREA

EFFECIENCY: TOTAL NUMBER OF TENANTS (13)
EFFECIENCY: TOTAL NUMBER OF NEW JOBS (300)
EFFECIENCY: TOTAL JOBS MAINTAINED (800)
OUTPUT: NUMBER OF ACTIVE PROSPECTS (5)
OUTPUT: NUMBERS OF SITE VISITS BY PROSPECTS (20)
OUTPUT: NUMBER OF PROSPECTS CONTACTED BY PHONE, INTERNET, AND NETWORKING (25)
OUTCOME: CONTINUED GROWTH IN THE STEEL INDUSTRY HAS PROVEN TRACK RECORD OF ATTRACTING AND SUPPORTING THE STEEL SERVICE INDUSTRY
OUTCOME: INCREASE OF POTENTIAL PROSPECTS
OUTCOME: INCREASE NUMBER OF TENANTS
OUTCOME: INCREASE JOB OPPORTUNITIES

A.1.1 STRATEGY: EXPANSION OF JOB OPPORTUNITIES FOR NEW ADND EXSITING INDUSTRIES.

OBJECTIVE B.1. DEVELOPMENT AND INFAStructure IMPROVEMENTS OF INDUSTRIL PARK, YELLOW CREEK PORT SOUTH, IN BURNSVILLE, MISSISSIPPI

OUTPUT: AVAILABLE SPECULATIVE BUILDING
OUTPUT: PHASE I RAILROAD INTO INDUSTRIL PARK COMPLETE
OUTPUT: PHASE II RAILROAD INTO INDUSTRIL PARK COMPLETE
OUTCOME: ANCHOR TENANT, MISSISSIPPI SILICON LOCATED IN INDUSTRIAL PARK
EXPLANATORY: AVAILABLE OF ASSETS ARE NEEDED AND USED FOR ATTRACTING INDUSTRY.

- B.1.1. STRATEGY:** BARGE IMPROVEMENTS
- B.1.2. STRATEGY:** UTILITY NEEDS
- B.1.3. STRATEGY:** ACCESS ROAD TO BARGE TERMINAL INDUSTRIAL PARK
- B.1.4. STRATEGY:** RAIL TO MISSISSIPPI SILICON

OBJECTIVE C.1. AGGRESSIVE MARKETING EFFORTS

OUTPUT: ABILITIES OF SERVICES AND AVAILABLE LAND BY PORT GENERATES BUSINESS AND INTEREST BY WORD OF MOUTH
 OUTPUT: PARTNERSHIPS AND NETWORKING WITH LOCAL ORGANIZATION
 OUTPUT: PRIME INDUSTRIAL SITES AND MULTI-MODAL TRANSPORTATION OPTIONS

FUNDING:

\$	0	FEDERAL
\$	0	GENERAL
<u>\$</u>	<u>2,477,256</u>	<u>OTHER</u>
\$	2,477,256	TOTAL

FISCAL YEAR 2020

PROGRAM 1: TERMINAL OPERATIONS

GOAL A: PROMOTE AND GROWTH OF PUBLIC PORT TERMINAL TO BE ABLE TO REMAIN SELF SUPPORTING AND FURTHER ENHANCE THE LOCAL INDUSTRY AND STATE OF MISSISSIPPI.

OBJECTIVE A.1 OFFER TO INDUSTRY A COMPETITIVE MULTI-MODAL TRANSPORTATION ADVANTAGE

OUTCOME: ADDITIONAL PORT USERS, CUSTOMERS, AND CARGO

A.1.1 STRATEGY: PROMOTE AND INCREASE BARGE TRAFFIC INTO TERMINAL.

EFFICIENCY: TERMINAL LOCATION IS AT JUNCTION OF TWO MAJOR WATERWAYS- TENNESSEE RIVER AND THE TENNESSEE TOMBIGBEE WATERWAY

OUTPUT: UTILIZATION OF TWO DOCKS AND TWO CRANES

OUTCOME: INCREASE GENERATED REVENUES TO REMAIN SELF SUPPORTING

A.1.2. STRATEGY: PROMOTE AND INCREASE RAIL TRAFFIC INTO TERMINAL.

EFFICIENCY: OWN AND MAINTAIN TEN MILE SPUR INTO TERMINAL

EFFICIENCY: DAILY RAIL SERVICE INTO TERMINAL

OUTCOME: INCREASE GENERATED REVENUES TO REMAIN SELF-SUPPORTING

OBJECTIVE B.1. OBTAIN AND INCREASE AND MAINTAIN NECESSARY EQUIPMENT TO HAVE FLEXIBILITY TO ACCOMMODATE THE NEEDS AND DEMANDS OF EXISTING AND NEW CUSTOMERS.

B.1.1 STRATEGY C.1 NEW CRANE AND OTHER CARGO HANDLING EQUIPMENT

EFFICIENCY: EQUIPMENT EXPERIENCE IN HANDLING A WIDE RANGE OF SHIPPER/CUSTOMER NEEDS

EXPLANATORY: THE PORT TERMINAL OPERATION AND ITS SUCCESS IS BASED IN ITS ABILITIES AND ITS FLEET OF INDUSTRIAL EQUIPMENT

OUTCOME: WORKING EQUIPMENT EQUALS REVENUE

OBJECTIVE C.1 PORT TERMINAL EXPANSION AND IMPROVEMENT PROJECTS

C.1.1 STRATEGY: MARSHALLING YARD FOR STEEL COILS

C.1.2 STRATEGY: REHABILITATION OF RAIL SPUR AT PORT TERMINAL

C.1.3 STRATEGY: NEW DOCK EXPANSION AT PORT TERMINAL

C.1.4 STRATEGY: OFFICE AND WAREHOUSE IMPROVEMENTS

OUT COME: IMPROVEMENTS AND INVESTMENTS WILL ENABLE THE PORT TERMINAL TO GROW AND BETTER SERVE ITS CUSTOMERS, COUNTY, AND STATE

FUNDING:

\$ 0 FEDERAL

\$ 0 GENERAL

\$ 2,500,000 OTHER

\$ 2,500,000 TOTAL

PROGRAM 2: INDUSTRIAL DEVELOPMENT AND MARKETING (2020)

OBJECTIVE A.1 ENHANCE THE ECONOMIC DEVELOPMENT AND WELL BEING OF THE AREA

OUTCOME: CONTINUED GROWTH IN THE STEEL INDUSTRY HAS PROVEN TRACK RECORD OF ATTRACTING AND SUPPORTING THE STEEL SERVICE INDUSTRY.

A.1.1. STRATEGY: EXPANSION OF JOB OPPORTUNITIES FOR NEW AND EXISTING INDUSTRIES.

OBJECTIVE B.1. DEVELOPMENT AND INFRASTRUCTURE IMPROVEMENTS OF INDUSTRIAL PARK IN BURNSVILLE, MISSISSIPPI

OUTPUT: AVAILABLE SPECULATIVE BUILDING

OUTPUT: PHASE I RAILROAD INTO INDUSTRIAL PARK COMPLETE

OUTPUT: PHASE II RAILROAD INTO INDUSTRIAL PARK COMPLETE

OUTCOME: ANCHOR TENANT AND ADDITIONAL TENANTS LOCATED IN INDUSTRIAL PARK

EXPLANATORY: AVAILAIBLE OF ASSETS ARE NEEDED AND USED FOR ATTRACTING INDUSTRY

B.1.1. STRATEGY: BARGE NOTCH IMPROVEMENTS TO INCLUDE CRANE AND EQUIPMENT

B.1.2. STRATEGY: UTILITY AND ADDITIONAL WATER AND SEWER CAPACITY NEEDS

B.1.3. STRATEGY: ACCESS ROAD TO BARGE TERMINAL IN INDUSTRIAL PARK

B.1.4. STRATEGY: RAIL TO BARGE TERMINAL

B.1.5. STRATEGY: CRANE FOR SPECULATIVE

OBJECTIVE C.1 AGGRESSIVE MARKETING EFFORTS

OUTOUT: ABILITIES OF SERVICES AND AVAILABLE LAND PROVIDED BY PORT GENERATES BUSINESSS AND INTEREST BY WORD OF MOUTH

OUTPUT: PARTNERSHIPS AND NETWORKING WITH LOCAL ORGANIZATIONS

OUTPUT: PRIME INDUSTRIAL SITES AND MULTI- MODAL TRANSPORTATION OPTIONS

FUNDING:

\$	0	GENERAL
\$	0	FEDERAL
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\$	2,500,000	OTHER
\$	2,500,000	TOTAL

FISCAL YEAR 2021:

PROGRAM 1: TERMINAL OPERATIONS

GOAL A: PROMOTE AND GROWTH OF PUBLIC PORT TERMINAL TO ABLE TO REMAIN SELF SUPPORTING AND FURTHER ENHANCE THE LOCAL INDUSTRY AND STATE OF MISSISSIPPI.

OBJECTIVE A.1. OFFER TO INDUSTRY A COMPETITIVE MULTI-MODAL TRANSPORTATION
OUTCOME: ADDITIONAL PORT USERS, CUSTOMERS, AND CARGO

A.1.1. STRATEGY: PROMOTE AND INCREASE BARGE TRAFFIC INTO TERMINAL
EFFICIENCY: TERMINAL LOCATION IS AT JUNCTION OF TWO MAJOR WATERWAYS-
TENNESSEE RIVER AND TENNESSEE TOMBIGBEE
OUTPUT: UTILIZATIONS OF TWO DOCKS AND TWO CRANES
OUTCOME: INCREASE GENERATED REVENUES TO REMAIN SELF SUPPORTING

A.1.2. STRATEGY: PROMOTE AND INCREASE BARGE TRAFFIC INTO TERMINAL.
EFFICIENCY: OWN AND MAINTAIN TEN MILE RAIL SPUR INTO TERMINAL
EFFICIENCY: DAILY RAIL SERVICE INTO TERMINAL
OUTCOME: INCREASE GENERATED REVENUES TO REMAIN SELF SUPPORTING

OBJECTIVE B.1. OBTAIN AND MAINTAIN NECESSARY EQUIPMENT TO HAVE FLEXIBILITY TO ACCOMMODATE NEEDS AND DEMANDS OF EXISTING AND NEW CUSTOMERS.

B.1.1 STRATEGY: NEW CRANE AND OTHER CARGO HANDLING EQUIPMENT
EFFICIENCY: EQUIPMENT EXPERIENCE IN HANDLING A WIDE RANGE OF
SHIPPER/CUSTOMER NEEDS
EXPLANATORY: THE PORT TERMINAL OPERATION AND ITS SUCCESS IS BASED ITS ABILITIES
AND IT IS FLEET OF INDUSTRIAL EQUIPMENT.
OUTCOME: WORKING EQUIPMENT EQUALS REVENUE

OBJECTIVE C.1. PORT TERMINAL EXPANSION AND IMPROVEMENT PROJECTS

C.1.1 STRATEGY: MARSHALLING FOR STEEL COILS
C.1.2 STRATEGY: REHABILITATION OR RAIL SPUR AT PORT TERMINAL
C.1.3 STRATEGY: NEW DOCK EXPANSIONS AT PORT TERMINAL
C.1.4 STRATEGY: OFFICE AND WAREHOUSE IMPROVEMENTS
OUTCOME: IMPROVEMENTS AND INVESTMENTS WILL ENABLE THE PORT TERMINAL TO
GROW AND BETTER SERVE ITS CUSTOMERS, COUNTY, AND STATE.

<u>FUNDING:</u>		
\$	0	GENERAL
\$	0	FEDERAL
\$2,500,000		OTHER
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\$2,500,000		TOTAL

PROGRAM 2: INDUSTRIAL DEVELOPMENT AND MARKETING (2021)

OBJECTIVE A.1 ENHANCES THE ECONOMIC DEVELOPMENT AND WELL BEING OF THE AREA.

OUTCOME: CONTINUED GROWTH IN THE STEEL INDUSTRY HAS PROVEN TRACK RECORD OF ATTRACTING AND SUPPORTING THE STEEL SERVICE INDUSTRY

A.1.1 STRATEGY: EXPANSION OF JOB OPPORTUNITIES FOR NEW AND EXISTING INDUSTRIES.

OBJECTIVE B.1 DEVELOPMENT AND INFRASTRUCTURE IMPROVEMENTS OF INDUSTRIAL PARK IN BURNSVILLE, MS

OUTPUT: AVAILABLE SPECULATIVE BUILDING
OUTPUT: RAILROAD INTO INDUSTRIAL PARK COMPLETE
OUTCOME: MISSISSIPPI SILICON AND BMSI LOCATED IN THE INDUSTRIAL PARK
EXPLANATORY: AVAILABILITY OF ASSETS ARE NEEDED AND USED FOR ATTRACTING INDUSTRY

- B.1.1. STRATEGY:** BARGE NOTCH IMPROVEMENTS TO INCLUDE CRANE AND EQUIPMENT
- B.1.2. STRATEGY:** UTILITY NEEDS
- B.1.3. STRATEGY:** ACCESS ROAD INTO INDUSTRIAL PARK COMPLETE
- B.1.3. STRATEGY:** RAIL CRANE TO BARGE TERMINAL
- B.1.5. STRATEGY:** CRANE FOR SPECULATIVE

OBJECTIVE C.1 AGGRESSIVE MARKETING EFFORTS

OUTPUT: ABILITIES OF SERVICE AND AVAILABLE LAND PROVIDED BY PORT GENERATES BUSINESS AND INTEREST
OUTPUT: PARTNERSHIP AND NETWORKING WITH LOCAL ORGANIZATIONS
OUTPUT: PRIME INDUSTRIAL SITES AND MULTI-MODAL TRANSPORTATION OPTIONS

<u>FUNDING:</u>		
\$	0	GENERAL
\$	0	FEDERAL
\$2,500,000		OTHER
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\$2,500,000		TOTAL

FICAL YEAR 2022:

PROGRAM 1: TERMINAL OPERATIONS

GOAL A: PROMOTE AND GROWTH OF PUBLIC TERMINAL TO BE ABLE TO REAMIN SELF SUPPORTING AND FURTHER ENHANCE THE LOCAL INDUSTRY AND STATE OF MISSISSIPPI

OBJECTIVE A.1. OFFER TO INDUSTRY A COMPETITVE MULTI-MODAL TRANSPORTATION ADVANTAGE

OUTCOME: ADDITIONAL PORT USER, CUSTOMERS, AND CARGO

A.1.1. STRATEGY: PROMOTE AND INCREAASE BARGE TRFFIC INTO TERMINAL.

EFFECIENCY: TERMINAL LOCATIONIS AT JUNCTION OF THE TWO MAJOR WATERWAYS- TENNESSEE RIVER AND THE TENNESSEE TOMBIGBEE WATERWAY
OUTPUT: UTILIZATION OF TWO DOCKS AND MULTIPLE CRANES
OUTCOME: INCREASE GENERATED REVENUES TO REMAIN SELF SUPPORTING

A.1.2. STRATEGY: PROMOTE AND INCREASE BARGE TRAFFIC INTO TERMINAL

EFFECIENCY: OWN AND MAINTAIN TEN MILE RAIL SPUR INTO TERMINAL
EFFECIENCY: DAILY RAIL SERVICE INTO TERMINAL
OUTCOME: INCREASE GENERATED REVENUE TO REMAIN SELF SUPPORTING

OBJECTIVE B.1 OBTAIN AND MAINTAIN NECESSARY EQUIPMENT TO HAVE FLEXIBILITY TO ACCOMMODATE THE NEEDS AND DEMANDS OF EXISTING AND NEW CUSTOMERS.

B.1.1 STRATEGY: NEW CRANE AND OTHER CARGO HANDELING EQUIPMENT

EFFECIENCY: EQUIPMENT EXPERIENCE IN HANDLING A WIDE RANGE OF SHIPPER/CUSTOMER NEEDS
EXPLANATORY: THE PORT TERMINAL OPERATION AND ITS SUCCESS IS BASED ON ITS WORKING EQUIPMENT EQUALS REVENUE
OUTCOME: WORKING EQUIPMENT EQUALS REVENUE

OBJECTIVE C.1. PORT TERMINAL EXPANSIONS AND IMPROVEMENTS PROJECTS

C.1.1 STRATEGY: MARSHALLING YARD FOR STEEL COILS

C.1.2 STRATEGY: REHABILITATION OF RAIL SPUR AT PORT TERMINAL

C.1.3 STRATEGY: NEW DOCK EXPANSION AT PORT TERMINAL

C.1.4 STRATEGY: NEW OFFICE AND WAREHOUSE IMPROVEMENTS

OUTCOME: IMPROVEMENTS AND INVESTMENTS WILL ENABLE THE PORT TERMINAL TO DROW AND BETTER SERVE ITS CUSTOMERS, COUNTY, AND STATE.

FUNDING:

\$	0	GENERAL
\$	0	FEDERAL
<u>\$2,500,000</u>		<u>OTHER</u>
\$2,500,000		TOTAL

OBJECTIVE A.1. ENHANCE THE ECONOMIC DEVELOPMENT AND WELL BEING OF THE AREA
OUTCOME: CONTINUED GROWTH IN THE STEEL INDUSTRY HAS PROVEN TRACK RECORD
OF ATTRACTING AND SUPPORTING THE STEEL SERVICE INDUSTRY.

A.1.1. STRATEGY: EXPANSION OF JOB OPPURTUNITIES FOR NEW AND EXISTING INDUSTRIES

OBJECTIVE B.1 DEVELOPMENT AND INFRASTRUCTURE IMPROVEMENTS OF INDUSTRIAL PARK IN
BURNSVILLE, MISSISSIPPI

OUTPUT: AVAILABLE SPECULATIVE BUILDING
OUTPUT: ROADWAYS AND RAILROADS INTO INDUSTRIAL PARK
OUTCOME: ADDITIONAL TENANTS LOCATED IN INDUSTRIAL PARK
EXPLANATORY: AVAILABILITY OF ASSETS ARE NEEDED AND USED FOR ATTRACTING
INDUSTRY

B.1.1. STRATEGY: BARGE NOTCH IMPROVEMENTS TO INCLUDE NECESSARY EQUIPMENT
B.1.2. STRATEGY: IMPROVEMENT OF UTILITY NEEDS
B.1.3. STRATEGY: ACCESS ROADS INTO INDUSTRIAL PARK
B.1.4. STRATEGY: COMPLETION OF RAIL TO BARGE TERMINAL
B.1.5. STRATEGY: SPECULATIVE BUILDING EQUIPMENT AND IMPROVEMENTS

OBJECTIVE C.1. AGGRESSIVE MARKETING EFFORTS

OUTPUT: ABILITIES OF SERVICES AND AVAILABLE LAND PROVIDED BY PORT
GENERATES BUSINESS AND INTEREST BY THE WORD OF MOUTH.
OUTPUT: PARTNERSHIPS AND NETWORKING WITH LOCAL ORGANIZATIONS
OUTPUT: PRIME INDUSTRIAL SITES AND MULTI-MODAL TRANSPORTATION
OUTCOME: NEAR COMPLETION OF DEVELOPMENT PHASES OF STATE OWNED LANDS

FUNDING:

\$	0	GENERAL
\$	0	FEDERAL
<u>\$2,500,000</u>		<u>OTHER</u>
\$2,500,000		TOTAL

PROGRAM 1: TERMINAL OPERATIONS

GOAL A: PROMOTE ANDGROWTH OF PUBLIC PORT TERMINAL TO BE ABLE TO REMAIN SELF SUPPORT AND FURTHER THE LOCAL INDUSTRY AND STATE OF MISSISSIPPI.

OBJECTIVE A.1 OFFER TO INDUSTRY A COMPETITIVE MULTI-MODAL TRANSPORTATION ADVANTAGE

OUTCOME: ADDITIONAL PORT USERS, CUSTOMERS, AND CARGO

A.1.1 STRATEGY: PROMOTE AND INCREASE BARGE TRAFFIC INTO TERMINAL

EFFECIENCY: TERMINAL LOCATION - JUNCTION OF TWO MAJOR WATERWAYS

OUTPUT: UTILIZATION OF THE TWO DOCKS AND TWO CRANES

OUTCOME: INCREASE GENERATED REVENUES TO REMAIN SELF SUPPORTING

A.1.2. STRATEGY: PROMOTE AND INCREASE BARGE TRAFFIC INTO TERMINAL

EFFECIENCY: OWN AND MAINTAIN TEN MILE RAIL SPUR INTO TERMINAL

OUTPUT: UTILIZATION OF THE TWO TERMIANLS AND MULTIPLE CRANES

OUTCOME: INCREASE GENERATED REVENUES TO REMAIN SELF SUPPORTING

OBJECTIVE B.1. OBTAIN AND MAINTAIN NECESSARY EQUIPMENT TO HAVE FLEXIBILITY TO ACCOMMODATE THE NEEDS AND DEMANDS OF EXISTING AND NEW CUSTOMERS.

B.1.1 STRATEGY: NEW CRANE AND OTHER CARGO HANDLING EQUIPMENT

EFFECIENCY: EQUIPMENT EXPERIENCE IN HANDLING A WIDE RANGE OF SHIPPER/CUSTOMER NEEDS

EXPLANATORY: THE PORT TERMINAL OPERATION AND ITS SUCCESS IS BASED ON ITS ABILITIES AND ITS FLEET OF INDUSTRIAL EQUIPMENT

OUTCOME: WORKING EQUIPMENT EQUALS REVENUE

OBJECTIVE C.1 PORT TERMINAL EXPANSION AND IMPROVEMENT PROJECTS

C.1.1 STRATEGY: MARSHALLING YARD FOR STEEL COILS

C.1.2 STRATEGY: REHABILITATION OF RAIL SPUR AT PORT TERMINAL

C.1.3 STRATEGY: NEW DOCK EXPANSION AT PORT TERMINALS

C.1.4 STRATEGY: COMPLETION ON NEW OFFICE CONSTRUCTION AND WAREHOUSE IMPROVEMENTS

OUTCOME: IMPROVEMENTS AND INVESTMENTS WILL ENABLE THE PORT TERMINAL TO GROW AND BETTER SERVE ITS CUSTOMERS, COUNTY, AND STATE.

FUNDING:

\$	0	GENERAL
\$	0	FEDERAL
\$2,500,000		<u>OTHER</u>
\$2,500,000		TOTAL

PROGRAM 2: INDUSTRIAL DEVELOPMENT AND MARKETING (2023)

OBJECTIVE A.1. ENHANCE THE ECONOMIC DEVELOPMENT AND WELL BEING OF THE AREA

OUTCOME: CONTINUED GROWTH IN THE STEEL INDUSTRY HAS PROVEN TRACK RECORD OF ATTRACTING AND SUPPORTING THE STEEL SERVICE INDUSTRY.

A.1.1. STRATEGY: EXPANSION OF JOB OPPURTUNITIES FOR NEW AND EXISTING INDUSTRIES

OBJECTIVE B.1 DEVELOPMENT AND INFRASTRUCTURE IMPROVEMENTS OF INDUSTRIAL PARK IN BURNSVILLE, MISSISSIPPI

OUTPUT: AVAILABLE SPECULATIVE BUILDING

OUTPUT: PHASE I RAILROAD INTO INDUSTRIAL PARK COMPLETE

OUTCOME: ADDITIONAL TENANTS LOCATED IN THE INDUSTRIAL PARK

EXPLANATORY: AVAILABILITY OF ASSETS ARE NEEDED AND USED FOR ATTRACTING INDUSTRY

B.1.1. STRATEGY: BARGE NOTCH IMPROVEMENTS TO INCLUDE NECESSARY EQUIPMENT

B.1.2. STRATEGY: COMPLETION OF UTILITY NEEDS

B.1.3. STRATEGY: ACCESS ROADS

B.1.4. STRATEGY: COMPLETION OF RAIL TO BARGE TERMINAL

B.1.5. STRATEGY: CRANE FOR SPECULATIVE BUILDING

B.1.6. STRATEGY: COMPLETION OF DEVELOPMENTS PHASES OF THE STATE OWNED LANDS

OBJECTIVE C.1. AGGRESSIVE MARKETING EFFORTS

OUTPUT: ABILITIES OF SERVICES AND AVAILABLE LAND PROVIDED BY PORT GENERATES BUSINESS AND INTEREST BY THE WORD OF MOUTH.

OUTPUT: PARTNERSHIPS AND NETWORKING WITH LOCAL ORGANIZATIONS

OUTPUT: PRIME INDUSTRIAL SITES

OUTCOME: COMPLETION OF DEVELOPMENT PHASES OF STATES OF OWNED LAND

FUNDING:

\$ 0 GENERAL

\$ 0 FEDERAL

\$2,500,000 OTHER

\$2,500,000 TOTAL

THERE ARE NOT ANY FUNDS BEING REQUESTED FROM THE GENERAL FUNDS. HOWEVER, WITH YOUR CONTINUED SUPPORT, THE NORTHEAST MISSISSIPPI AREA HAS EXCELLENT POTENTIAL FOR FURTHER GROWTH AND FURTHER DEVELOPMENT CONCERNING BOTH THE TERMINAL OPERATIONS AND INDUSTRIAL DEVELOPMENT.