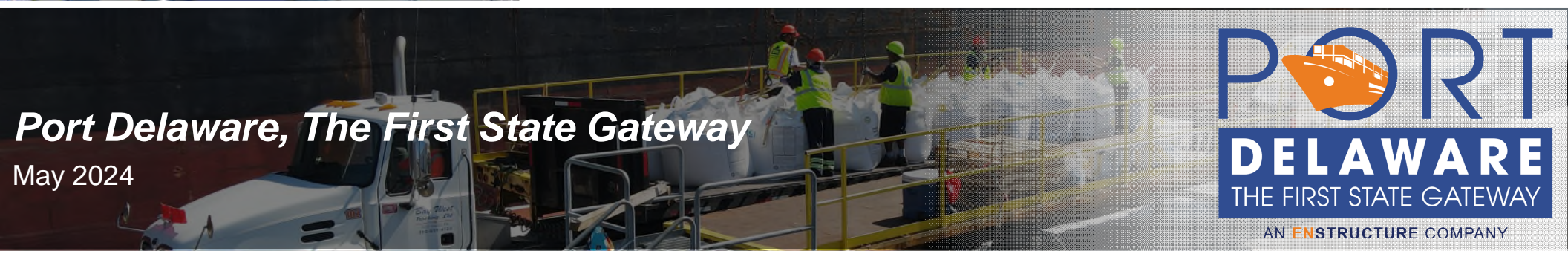




 ENSTRUCTURE



*Port Delaware, The First State Gateway*

May 2024

**PORT**  
**DELAWARE**  
THE FIRST STATE GATEWAY

AN ENSTRUCTURE COMPANY



# Port Delaware: A Public Private Partnership

- Port Delaware, The First State Gateway, combining the existing Port of Wilmington with a new state of the art container facility at Edgemoor, will ensure the long-term success of Delaware's maritime industry → modern ports must accommodate larger deep-draft vessels to enable long-term viability of operations
- The Edgemoor container facility will be the most important new infrastructure project in Delaware since Route 1 → total project cost ~\$635 Million, with State funding less than 31% (~\$195 Million)
- This maritime gateway results in economies of scale to extend Port Delaware's commercial reach and maximize operating capacity, while creating thousands of new jobs, with huge economic benefits and significant additional state revenues
- This Public Private Partnership includes the highly skilled ILA workforce and a Project Labor Agreement with the Building and Construction Trades Council
- Enstructure is committed to launching a proactive community engagement initiative for the development of Edgemoor container facility and more broadly the operations of Port Delaware



**With this P3, we leverage our experience/resources and close partnership with labor to transform the Port of Wilmington to Port Delaware, a state-of-the art full-service port facility that will successfully compete in the maritime industry for decades to come**

# Port Delaware: One Port, Two Terminals



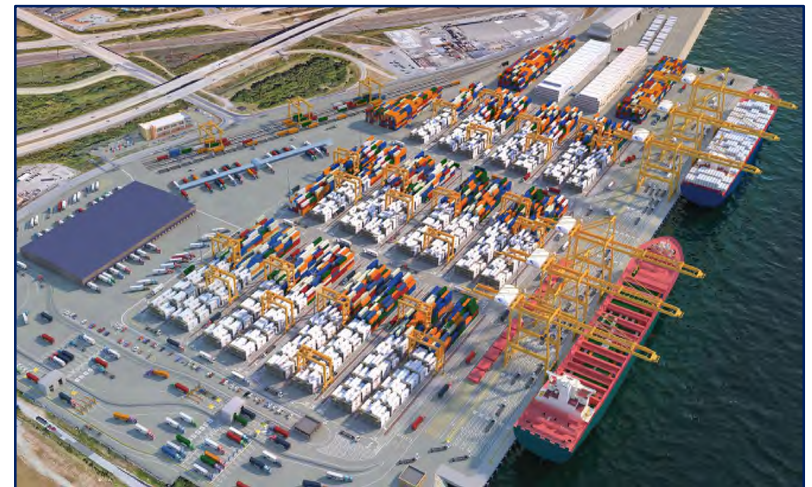
## Port Delaware South (Port of Wilmington, Existing)



### Expected Cargos

- Containers: retail goods, perishables, frozen food, etc.
- Bulk: road salt, fertilizer, agricultural products, energy, cement, etc.
- Breakbulk: palletized fruit, steel products, forest products
- Auto/RoRo: new and used vehicles, construction and farm equipment, military cargo

## Port Delaware North (Edgemoor, New Development)



### Expected Cargos

- Containers
  - Retail goods
  - Perishables
  - Frozen food
  - Forest products
  - Export products, etc.

**Port Delaware, The First State Gateway → creates a major East Coast gateway with large scale infrastructure and a diverse service offering**



# Port Delaware: One Port, Two Terminals



**Port Delaware will consist of Port Delaware South and Port Delaware North → this combined offering creates a major Mid-Atlantic gateway to service all Delaware importers and exports**

# Combined Facility Metrics and Economic Impact

- Upon completion, Port Delaware is expected to generate 11,480 total jobs and \$781.6 million of total wages each year
- In addition, Port Delaware is expected to generate \$76.2 million in state and local tax benefits each year

	Port Delaware South (Port Wilmington) Est. 1923	+	Port Delaware North (Edgemoor) Est. 2027	=	Port Delaware <i>The First State Gateway</i> 2027 & Beyond
Capacity (TEU + MT)	400,000 TEU + 3 million		1,200,000 TEU		1.6 million TEU + 3 million
Direct Jobs / Direct Wages	2,955 / \$230.1 million		3,168 / \$247.3 million		6,123 / \$477.4 million
Total Jobs / Total Wages	5,547 / \$377.2 million		5,933 / \$404.4 million		11,480 / \$781.6 million
State and Local Tax Benefits	\$36.9 million		\$39.4 million		\$76.2 million

**Port Delaware is a key economic driver for Wilmington and the State of Delaware → the combined facility will drive substantial direct and total job growth, and state and local tax benefits**

# Construction Project Economic Impact

- The Port Delaware North construction project is expected to generate 5,987 construction jobs and \$427.1 million of construction wages, cumulatively
- In addition, the Port Delaware North construction project is expected to generate \$42.3 million of state and local taxes, cumulatively

		Port Delaware North (Edgemoor)	
		Jobs	Wages
Direct Construction	→	3,949	\$301.0 million
Total Construction	→	5,987	\$427.1 million
Construction State and Local Tax Benefits	→		\$42.3 million

**The Port Delaware North construction project will create approximately 4,000 direct jobs and \$300 million of direct wages through the build-out period**

# Port Delaware: State of Delaware Benefits



Keeps Delaware competitive over long-term → deeper drafts accommodate newer and larger vessels, modern and efficient equipment to keep with industry standards

Full-service marine port operation that can handle diverse range of cargos and vessels

Significant development project → construction project to generate an estimated 5,987 total jobs, with 3,168 new direct jobs when fully operational

Public-private partnership & private investment in the state

Expanded state-wide economic opportunities and attracting new imports and exports, logistics centers and service providers

Increased tax revenues estimated at \$39.4 Million

Designed to be resilient to climate change due to higher elevation

Focus on environmental sustainability and community engagement

Major infrastructure project in a historically disadvantaged community and opportunity zone



**Port Delaware development provides a multitude of economic and environmental benefits to the region → investment allows Delaware to remain competitive with current customers and drive new growth**





Port Delaware provides distinct advantages for importers, exporters, and ocean carriers



# Port Delaware North: Public-Private Partnership

Funding Source	Phase 0 <i>Spent-to-date</i>	Phase 1 <i>250k TEUs</i>	Phase 2 <i>650k TEUs</i>	Phase 3 <i>1.2m TEUs</i>	Total	% of Total
State / DSPC	\$35 <i>Mostly ARPA</i>	\$215 \$20 - DSPC/ARPA \$195 – Section 12 Bond Bill			\$250	39%
Federal and/or Other Grants		\$50	TBD	TBD	\$50	8%
Enstructure	\$20	\$150	\$50	\$115	\$335	53%
<b>Totals</b>	<b>\$55</b>	<b>\$415</b>	<b>\$50</b>	<b>\$115</b>	<b>\$635</b>	<b>100%</b>

**Enstructure, a proven US P3 private partner, to make a significant additional investment in the state of Delaware for 50+ years and is committed to launching a proactive community engagement initiative for the development of Port Delaware North (Edgemoor, New Development) and more broadly the operations of Port Delaware**