

money

THE WEEK GRINDS ON

How did your money work for you?

Money & Markets, D-2

▲ Northrop Grumman
228.05 +8.52/+3.9%

▲ Mondelez Intl
44.32 +1.56/+3.6%

▲ AutoNation Inc
46.70 +.89/+1.9%

**LOCAL
MOVERS**

▼ Web.com Group
16.45 -.55/-3.2%

▼ Rayonier AdvMatis
13.12 -.39/-2.9%

▼ Liberty Property
39.31 -.79/-2.0%

Developer buys 70 acres along Gate Parkway

\$20 million purchase earmarked for mixed use

By Roger Bull
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The company that developed Palencia and owns the Markets at Town Center has paid \$20 million for about 70 acres on Gate Parkway for a new mixed-use development.

The property is just north of where Ikea is building its new store at the Gate exit on Interstate 295.

A company spokesman said the purchase was for

the project's first phase.

Hines, headquartered in Houston, first confirmed its plans early this year for a 105-acre project, saying it would include single-family homes, townhomes, multifamily, office and specialty retail. But it offered few details then, and a spokesman this week said he could add nothing more other than that infrastructure work could begin within the next month.

But at a neighborhood

meeting in March, the company said it planned to seek rezoning from Commercial Office to a Planned Unit Development, with a maximum of 350,000 square feet of office space, 103,500 square feet of commercial space, up to 950 single homes and apartments, 180 units of condos and townhomes, and up to 16 acres of neighborhood trails and park space. Hines will also request a Community General Commercial Com-

prehensive Plan category amendment to allow for an up to 140-room hotel on 9.9 acres of the property.

The property had been owned by a member of the Skinner family.

Ikea announced a year ago that it would build its store on Gate Parkway. Groundbreaking is scheduled for Nov. 3.

Hines has a regional office in Orlando and multiple holdings in the Jacksonville area. It began developing Palencia, a 2,200-acre mixed-use development in St. Johns

County, in 1999.

Earlier this year, it broke ground on Markland, a 345-home development off World Golf Village Parkway in St. Johns County. Homes in both communities start in the low \$300s, and run to more than \$600,000 in Markland and more than \$1 million in Palencia. The company has not given a price range for the Gate Parkway project.

In 2013, the company paid \$135 million for The Markets at Town Center.

Roger Bull: (904) 359-4296

Norfolk Southern's profit up 2% for quarter

Railroad cuts costs enough to account for 4% volume decline

By Josh Funk
Associated Press

OMAHA, NEB. | Norfolk Southern Corp. says its third-quarter profits improved 2 percent because it cut costs enough to offset a 4 percent decline in railroad freight volume.

The Norfolk, Va.-based railroad said it earned \$460 million, or \$1.55 per share, in the quarter. That's up from \$452 million, or \$1.49 per share, a year ago.

Analysts surveyed by Zacks Investment Research expected the railroad to report earnings per share of \$1.45.

The railroad's revenue declined 7 percent to \$2.5 billion from last year's \$2.7 billion because of the slower volume and a decline in the amount the railroad collects from fuel surcharges.

Chairman and CEO Jim Squires said the railroad now expects to eliminate \$250 million of costs by the end of the year, up from a previous estimate of \$200 million. That's part of a multiyear plan to eliminate \$650 million in costs by 2020.

"As we move forward, we are well positioned for growth opportunities longer term and confident in our ability to drive shareholder value," Squires said.

Norfolk Southern cut its costs 10 percent to \$1.7 billion. The railroad also reduced its capital spending plans for the year to

NORFOLK continues on D-2

Shipping brokers merge, to be based in Jacksonville

Sunteck union with TTS creates firm with \$1B annual billings

The Times-Union

Jacksonville-based shipping broker Sunteck Transport Group said Wednesday that it has agreed to merge with Dallas-based broker TTS, LLC, with the combined company, called Sunteck/TTS Holdings, LLC, to be based in Jacksonville.

Ken Forster, Sunteck's current chief executive officer, will be president and CEO of the combined company, according to a release. Andy Cole, now president and CEO of TTS, will be chairman of the board of the new com-

pany.

The two companies now provide transportation and logistics-management services as agents, matching shipments with shipping companies. They said the merger will create a brokerage company with freight-management billings approaching \$1 billion annually.

Not a trucking company, Sunteck/TTS, like its predecessors, does not own or operate any shipping assets, such as trucks, aircraft, railcars or ships; instead, its business is to facilitate shipments of goods by acting as the go-

between — or third-party agent — to pair customers with shipping companies.

"This is an exciting moment as these two companies will become one and establish a powerful platform, offering expanded operations, capacity relationships and technology capabilities to our agents, carriers, and customers," Forster said in a statement.

In the release, Sunteck Transport Group described itself as "a third-party provider of transportation and logistics management services, operating through a network of highly skilled transportation agencies. ... [to provide] truckload brokerage services for freight brokerage agents."



Comcast bucking trend, adds cable subscribers

Net gain of 32,000 for quarter, 330,000 for internet

By Meg James
Tribune News Service

Cable television colossus Comcast Corp. gained customers in the third quarter, bucking industry trends, and its broadcast of the Rio Summer Olympics hauled in \$1.6 billion in revenue.

Comcast announced Wednesday that it gained a net 32,000 cable television subscribers during the July-through-September quarter, compared with a loss of 48,000 in the same quarter last year. The industry leader also gained 330,000 high-speed internet customers, a slight increase over the year-earlier quarter. Comcast now has 28 million customers.

The company's stock, however, was down \$1.59, or 2.5 percent, to \$62.94 around midday Wednesday.

Wall Street analysts have been eager to hear whether AT&T's blockbuster \$85.4 billion deal to buy Time Warner Inc. might prompt Comcast to rush out and buy a wireless phone company such as T-Mobile or Sprint to achieve the same kind of scale. Over the years, Comcast has been more ac-

quisitive than most media conglomerates, buying entertainment company NBCUniversal in 2011 and DreamWorks Animation last summer.

Comcast Chief Executive Brian Roberts refused to take the bait. "We have a fabulous company," he said Wednesday. "The assets are great. They are working well together. ... We couldn't be happier with this quarter and the momentum of this year."

Perhaps the sting of its failure to take over Time Warner Cable last year lingers. Comcast abandoned that deal in early 2015 rather than battle federal regulators who were set against such a massive merger.

Comcast's NBCUniversal media unit's results beat Wall Street expectations. Revenue soared 28 percent to \$9.2 billion, driven by the Olympics (which included \$1.2 billion in advertising revenue). Excluding Olympics money, revenue was up 5.7 percent compared with the third quarter of 2015.

NBCUniversal's operating cash flow increased 31.5 percent to \$2.15 billion. Television networks

COMCAST continues on D-2



(Associated Press file)

Sales of new homes rose 3.1 percent in September

By Josh Boak
Associated Press

WASHINGTON | More Americans bought new homes in September, a sign that demand remains solid despite a shortage of properties on the market.

Recent hiring gains coupled with low interest rates have bolstered the market

for new homes. But builders have largely struggled to keep pace with new construction, creating a shortage of listings for would-be buyers.

New-home sales advanced 3.1 percent last month to a seasonally adjusted annual rate of

SALES continues on D-2

A.M. BRIEFING

Lucky's Market sets Neptune open date

The first Lucky's Market in Northeast Florida will open Dec. 7 in Neptune Beach.

The Colorado-based organic and natural foods chain announced a year ago that it was moving into the space vacated by Proctor Ace Hardware in Neptune Beach Plaza.

The chain has been called the "Love child of Whole Foods and Trader Joe's" for its emphasis on natural foods at lower prices. Among other things, it has in-house cured and smoked bacon, \$2 pints of beer and \$4 glasses of wine for shoppers.

The Neptune Beach store is about 34,500 square feet and will employ approximately 145 people.

Lucky's Market is the latest in a surge of new grocery stores coming to the area, most of them emphasizing natural and organic foods. Trader Joe's, Earth Fare, Freshfields Farm and Aldi have all opened their first stores here in the past three years.

Lucky's opened its first Florida store in Gainesville early last year. It has since opened stores in Naples, Orlando and Coral Springs. More new stores are in the works in Tallahassee, Orlando and Melbourne.

Roger Bull the Times-Union

Fanatics, NHL sign 16-year deal

The Jacksonville-based Fanatics Inc. online sports merchandise retailer scored another contract with a major sports league for a second week in a row.

ESPN reported Wednesday that Fanatics inked a 16-year deal with the National Hockey League to manufacture and sell jerseys and other gear for the league. Fanatics will also handle specialty manufacturing of jerseys such as championship gear for teams following the NHL Stanley Cup finals and other events.

Last week, Fanatics settled on a substantial deal with Major League Baseball and Under Armour sports apparel manufacturing to sell the baseball gear on its internet services. That begins in 2020.

Drew Dixon the Times-Union

JAA sees 6 percent increase in revenue

Jacksonville Aviation Authority posted revenues of \$79.6 million for the fiscal year than ended Sept. 30.

That's a 6 percent increase over revenues of \$75 million the previous year. Operating income increased 11 percent to \$30 million, from \$27 million a year earlier.

Total enplanements for the year were 5.6 million, a 3 percent increase over the prior year.

Roger Bull the Times-Union

Ford recalls 412,000 SUVs over fuel leaks

DETROIT | Ford is recalling nearly 412,000 older SUVs worldwide to fix fuel leaks that could cause fires.

The recall covers certain 2010 to 2012 Ford Escapes and 2010 to 2011 Mercury Mariners with 3-liter flex-fuel V6 engines.

Ford says a fuel supply part can develop a crack and leak gasoline that could catch fire. A company statement says it's not aware of any accidents, fires or injuries caused by the problem. Most of the recalled SUVs are in North America.

Dealers will replace the fuel delivery module flange assembly at no cost to owners. Ford says customers will be notified by the week of Dec. 12.

Associated Press