

Competing Uses of Port Property

AAPA

*Maritime Economic Development Committee
Workshop*

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ASSUPTIONS:

- WE ARE ALL IN THE PORT BUSINESS; MAINTAINING AND GROWING PORTS IS IMPORTANT
- ALL REGULATION IS NOT NECESSARILY BAD
- GENTRIFICATION: THE LOST PROPERTY IS LOST FOREVER
- IF ORCHESTRATED FAIRLY AND COMPREHENSIVELY, PUBLIC PARTICIAPTION IS GOOD FOR PORTS AND WILL HAVE A GOOD OUTCOME

Time to Hold Our Breath!

- The good use of regulation
- The beginning of Public Participation
- Use the Time Wisely, it won't last forever!

The DPA Master Plan: Regulatory Fiat to Public Consensus The Massachusetts Model

DPA=Designated Port Area

“An area of contiguous lands and waters in the coastal zone that has been so designated with exclusive use, with some exception, for Water-dependent, Commercial Industrial Use.”



Regulated: Filled and Flowed Tide Lands

Unregulated: “upland” areas of DPA

Categorical Restrictions

Not Allowed:

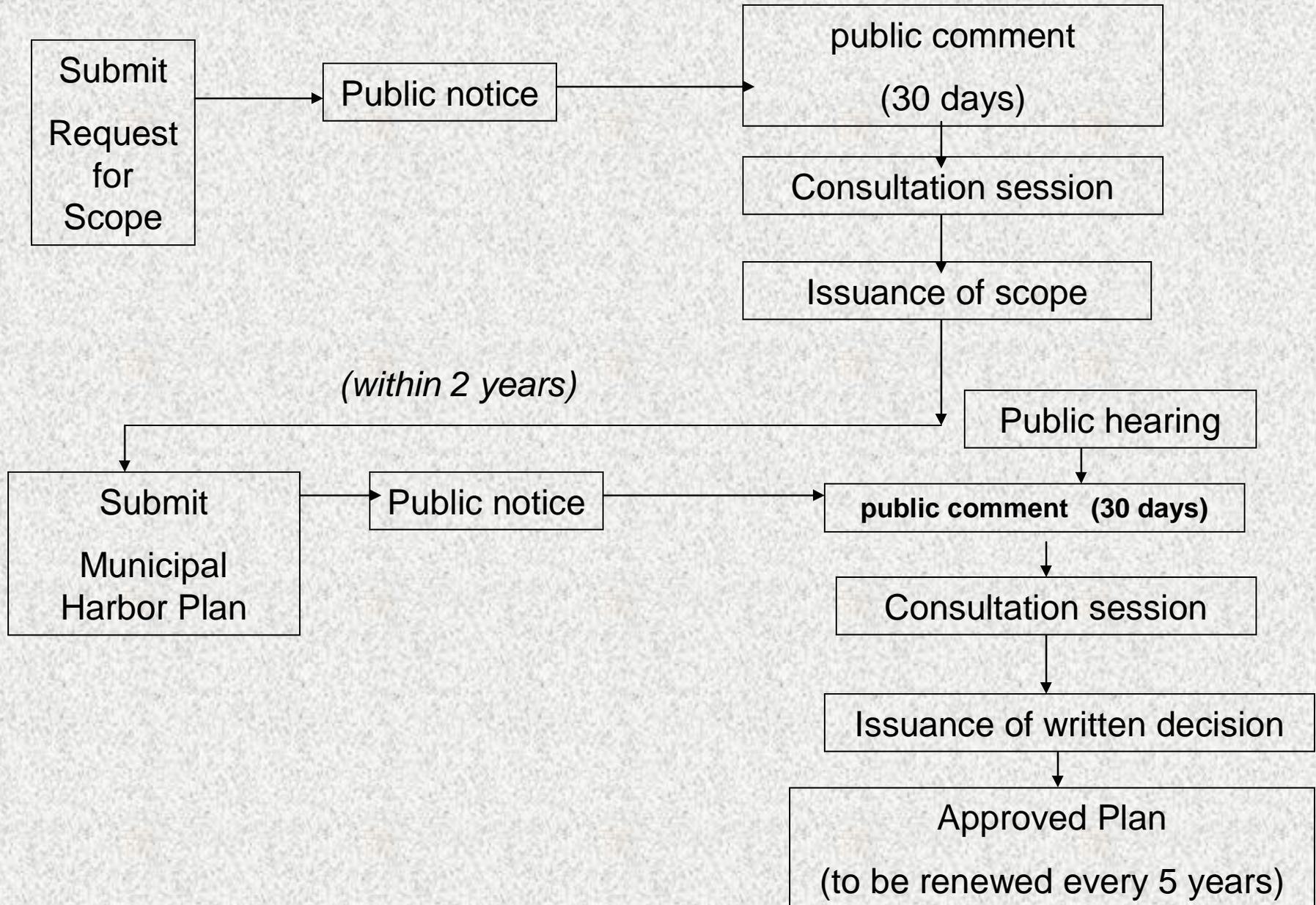
- Recreational Marinas
- Hotels
- Condos
- Residential Housing

Exceptions:

Non-water dependent uses:

- Must support allowed uses
- Not exceed 25% in footprint of entire square area of regulated portion of DPA

The DPA Master Plan



A TIME TO BE CLEVER FROM REGULATION TO MARKET DRIVEN

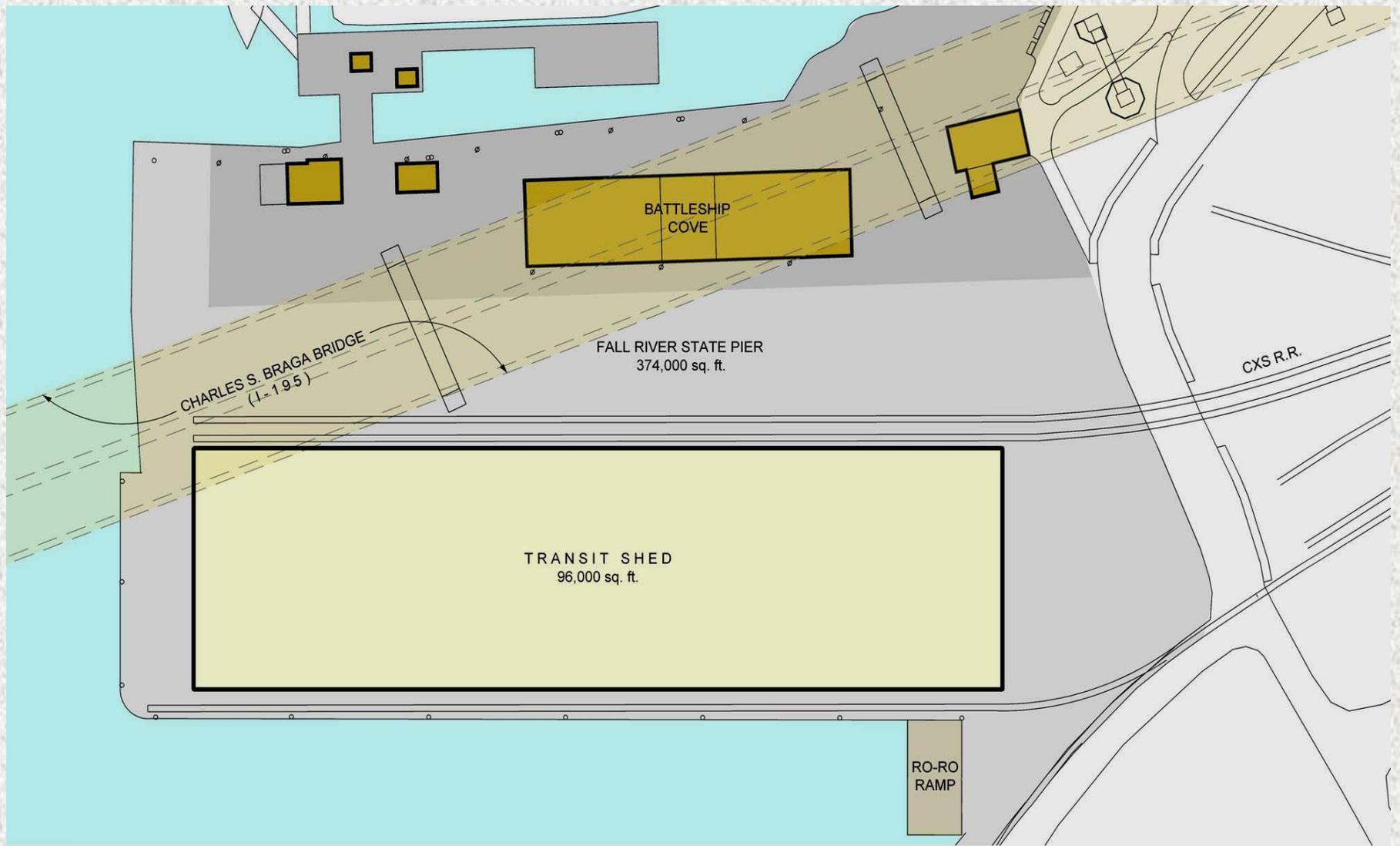
- **25% Has Value**
- **Create a system of credits**
- **Be the clearing house for the sale of credits from “over maritime developed” to under “maritime developed use.**

Fall River State Pier Facility

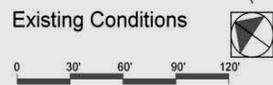


Today





- LEGEND**
- Transit Shed (96,000 sq. ft.)
 - Roll-on / Roll-off Ramp
 - Battleship Cove

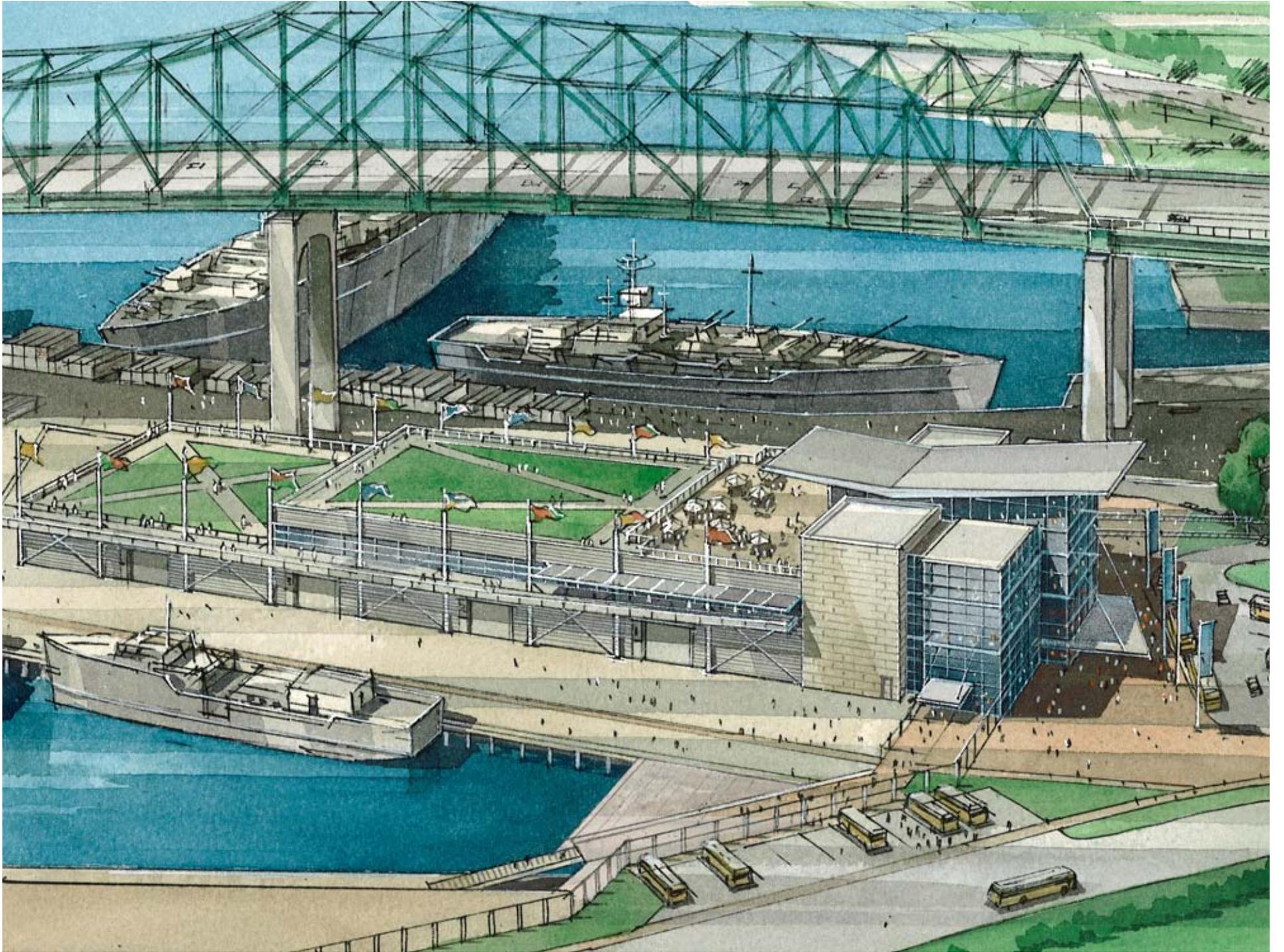


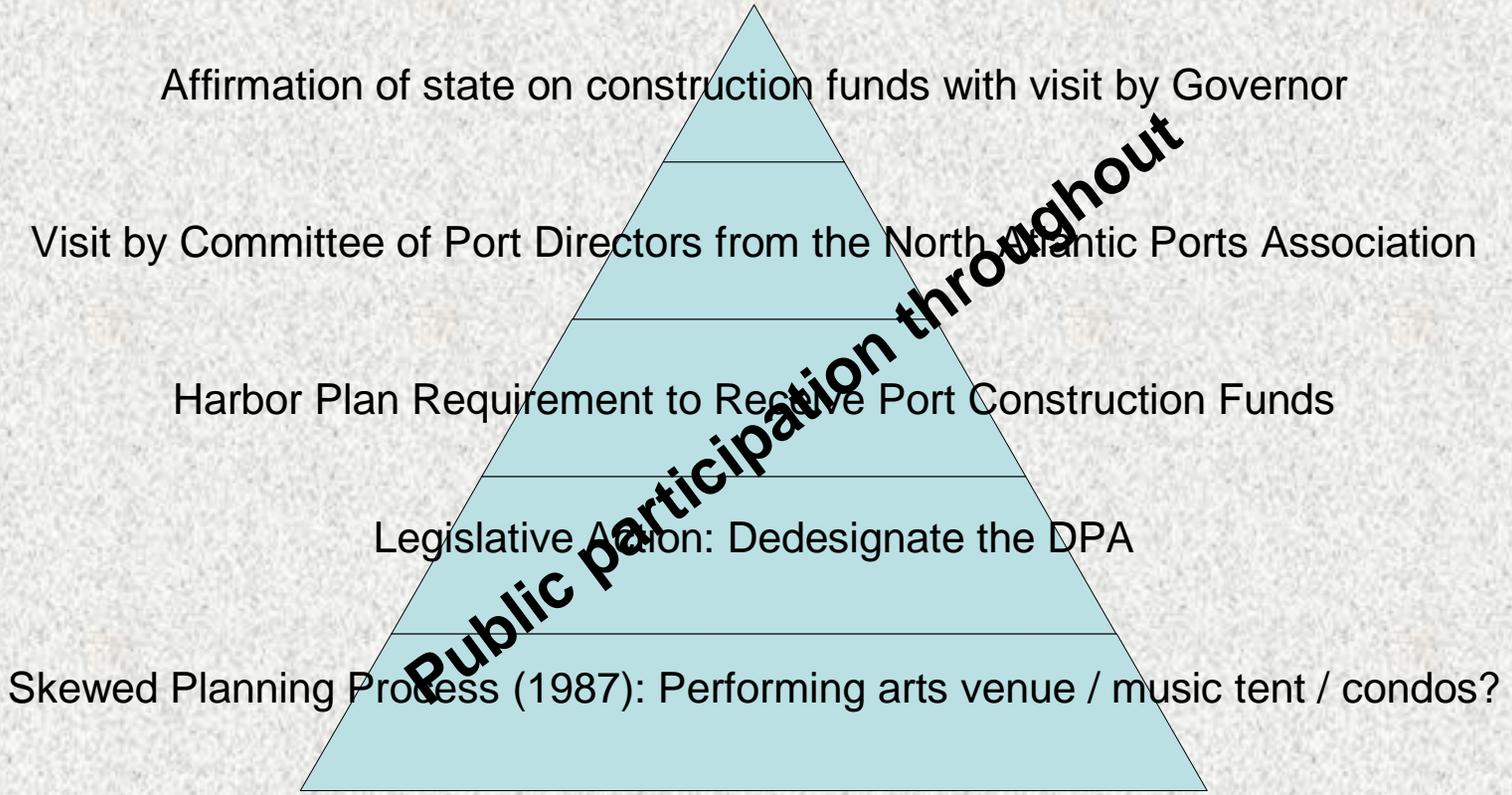
COST BENEFIT ANALYSIS FOR FALL RIVER STATE PIER DEVELOPMENT

B & A with CECIL GROUP, LAMBERT ADVISORY and FXM Associates

Multi-use Facility on Fall River State Pier tomorrow





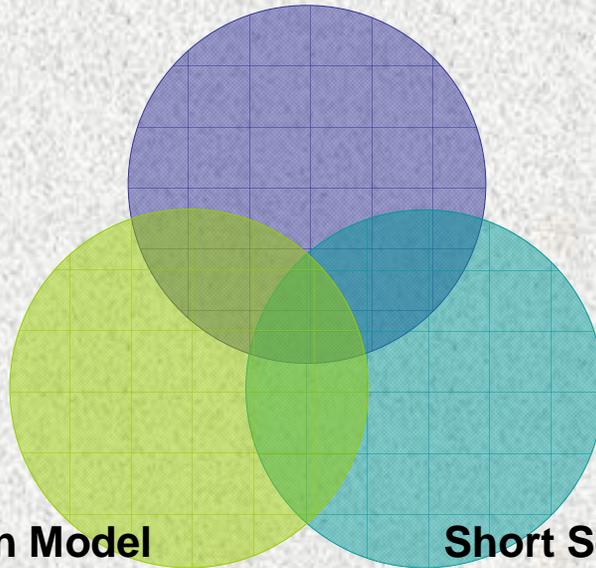


The path to success

The Science / The Facts

Valid Studies on Potential of Port

Market Study



Freight Diversion Model

Short Sea Shipping Study

Market Study

Volume of Highway Freight into and out of the Bristol County Ports' Hinterland

- A total of 1.9 million trailer loads of highway freight move to destinations within the Bristol County ports' hinterland annually from origins within 200-miles of a port along the U.S. Atlantic and Gulf Coasts seaboard – a total of 1.4 million trailer loads moves out of the Bristol County ports' hinterland to destinations within 200-miles of a port along the U.S. Atlantic and Gulf Coasts seaboard
- The major port-pair partners for the Bristol County ports for short-sea shipping services appear to be Bayonne, NJ (total volume of 787,000 trailer loads) and Jacksonville, Florida (total volume of 418,000 trailer loads)

Short-sea economics

Comparative Performance of Short-Sea Shipping versus Alternative Modes on the Bristol County/Jacksonville Corridor

	Truck	Rail Intermodal	Short-Sea Shipping
Total miles (door to door)	1,183	1,340	1,342
Transit hours (door to door)	54.5	66.5	72.0
Carrier cost per highway mile	\$1.59	\$1.04	\$0.90
Shipper cost per highway mile	\$1.73	\$1.26	\$1.02
Differential versus Truck	--	-27%	-41%

ACTIONS: Listen and Don't Wait Investments on the Ground

- New Berth
- Access way for tourist along the waterfront
- Port Security: fencing, lighting, guard house
- Integration into the larger plans of the city
 - No longer a dividing line by an anchor

Project Goals

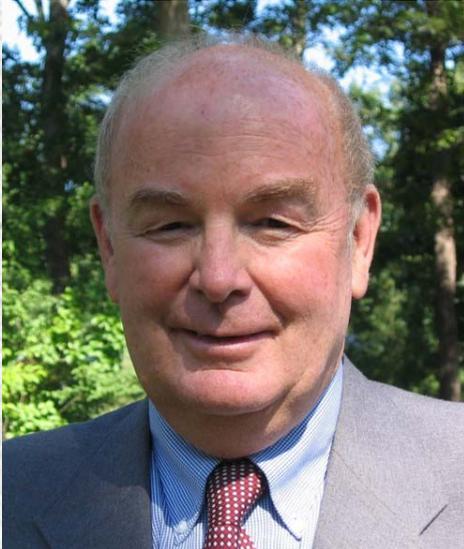
- **Implement a project that invests state capital funds in a cost-effective and responsible way;**
- **Construct a multi-use state-of-the-art terminal that supports modern marine industrial needs as well as a variety of other mixed use activities;**
- **Implement a project that preserves and enhances existing and future marine industrial and cargo uses;**
- **Implement a project that increases public access, visitation, and enjoyment of the waterfront;**
- **Increase Fall River's image as a destination, and maximize economic benefit to Fall River; and**
- **Implement a project that ensures public safety and addresses port security.**
- **Implement a project that is not dividing the community but uniting it; the anchor tenant.**

What we have learned:

- **Public Participation essential: when treated right and with substantiated facts, public will be on the side of the “port community”**
- **Don’t trust every planning document you see: verify, verify, verify**
- **To compete, you must have valid, sustainable uses; not just wishful thinking**
- **Do the “science”**
- **Invite “experts”: real experts not paid hired guns – port directors and maritime people**
- **Use regulation as necessary: before consensus may require a holding pattern**

- **Show physical progress towards agreed goals: you are serious and you listen!**
- **Be very clear on your goals and what you wish to accomplish for the maritime use as well as the port and the community at large**
- **Capture the imagination of the political leadership: Governor on down**
- **Integrate the project into the community: make it a necessity for the overall development plans of the port**
- **Come up with the funds to make it happen**
- **Invite the public to see what you have done: the press conference, ribbon cutting, etc.**
- **Continue Public Participation as the project evolves – the job is never done!**

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