

# American Marine Highway Update



AAPA MEDC Workshop  
July 13-14, 2010

Smaller Niche Ports and AMH

# Maritime Industries

Over 4,400 Jobs

\$1 Billion  
Port Economy



## Commercial Fishing

- Number 1 Value Fish Port; \$1 Billion Industry; 500 vessels
- 146.4 Million pounds of fish valued over \$241.3 million; 35 Seafood Processing Plants and 25 Whole Sale Companies

## Cruise

- Brings ~1,500 People through the Port; 22 Ports of Call for 2010
- 5 Year contract with American Cruise Lines > 20 ports of call

## Ferry

- New England Fast Ferry and Cuttyhunk Ferry bring 120,000 people through the port annually
- Both operations are now moving freight

## Freight

- \$60M Break Bulk: 55,000 tons break bulk imported from Africa,
- \$230M Bulk: 134,000 tons petroleum; 400,000 tons of aggregate
- \$441M Fish: 123,000 tons fish imported/exported;

## Recreation / Excursion

- 8 Marinas in the New Bedford / Fairhaven Harbor; 950 Moorings
- 2007: 1 Sailing Tour; 2008: 3 Sailing Tours; 2009: 3 Sailing Tours
- 3 Charter Fishing Operations / 3 Harbor Tours-Water Taxis

## Shipyards

- Fairhaven Shipyard and Steamship Authority (Fairhaven)
- Major employers and support Commercial Fishing Industry

## Supporting Services

- Over 200 supporting businesses
- Ice; Fuel; Vessel Painting; Welding; Electric; Legal; Insurance; Settlement Houses; Salvage

# Get AMH Connected



- ◇ US Maritime Administration
  - Web Site
  - Washington, D.C.
  - Gateway Officers
  
- ◇ Americas Marine Highways.com  
Wayne McCormick
  
- ◇ MTS Matter's Paul Bea Blog
  
- ◇ Port of New Bedford Webpage

# US Maritime Administration

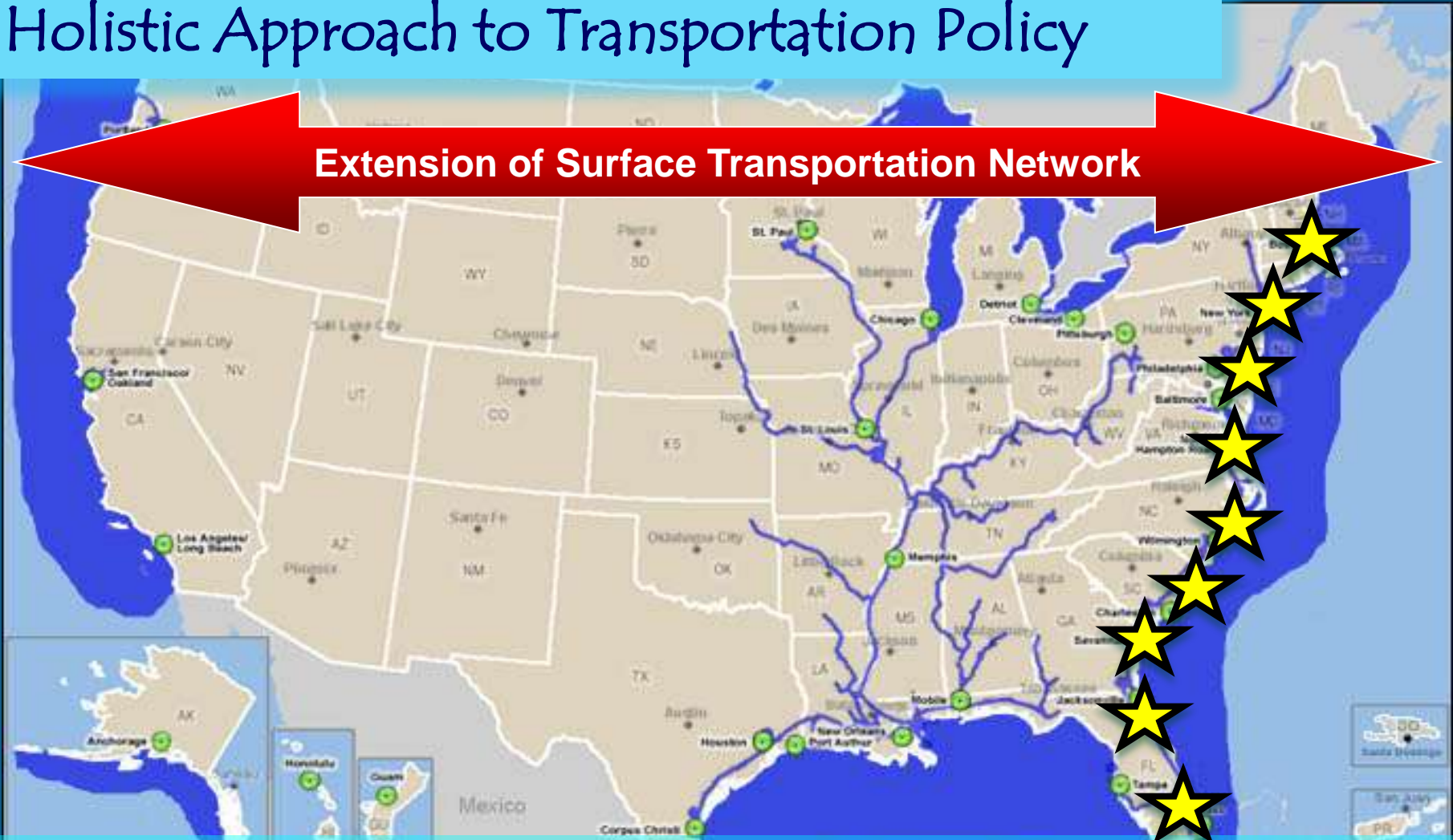
April 9, 2010 DOT Publishes Final Rule for Marine Highways Program:

- ◇ Designate AMH Corridors
- ◇ Designate AMH Projects
- ◇ Support AMH Transportation Projects
- ◇ Mitigate Landside Congestion, Environmental and Energy Costs
- ◇ Solutions to Impediments
- ◇ Expand AMH Use
- ◇ Coordination of Public and Private Stakeholders
- ◇ Conduct Research to Support AMH Development



# AMH Puts Ports on the Map

## Holistic Approach to Transportation Policy



◇ AMH Corridor Designations pending with USDOT Secretary

# AMH Project Designation



## Application Two-step process

1. "Project Designation" – June 11 Submission
2. Short-application – Apply for Funding (\$7M); The applicant will likely be given 30 to 60-days to submit; Anticipated Award date is Sept 15 to 30, 2010.

## Application Approach

1. Joint application; Regional partnership
2. Letters of Support: Senator, Representatives, MPO, DOT
3. Letters of Commitment: shippers, carriers, terminal operators

# Application Process Summary:



## Local Cost Share

April 9, 2010  
AMH  
Final Rule  
April 15, 2010  
Solicitation

June 11, 2010  
AMH  
Submission for  
Project  
Designation

July 2010  
AMH  
Short-  
Application  
for Funding

September 15-30,  
2010  
AMH  
Funding Awards



# Smaller Niche Ports – The Opportunities

## Feeder Service / Domestic Cargo

- ◇ Feeder Service: Potential to remove 25% Containers
- ◇ Domestic Cargo: 90% of trucks on road are tractor trailers ; penetrate new market
- ◇ Panama Canal Expansion: Work Directly with Shippers to network Local Ports and move cargo from Global Panama Hubs





# Smaller Niche Ports- Direct Cost Benefits of AMH

Cost Comparison - On the Atlantic Coast Corridor for a container move requiring a 54 hour truck trip from point A to B:

- ◇ By Truck cost \$1881
- ◇ By Rail cost \$1070 and is 60.5 Hrs.
- ◇ By Sea cost \$1045 and 70.5 Hrs.



# Why AMH Makes Sense

## Regional Benefits: Sustainability and Cost Savings

### Example AMH Project Port of New Bedford, MA to Port of Canaveral, FL

- ◇ 916,000 truck trips and \$155 M
- ◇ 1,109,625 metric tons of CO<sub>2</sub> = \$16.6M of CO<sub>2</sub> credit
- ◇ 45,888,100 gallons of Fuel
- ◇ Over 406M truck miles = \$194.6M of public highway department costs
- ◇ 42 lives, 963 injuries; 23.9K gal. spills



# Smaller Niche Ports—Benefits of AMH

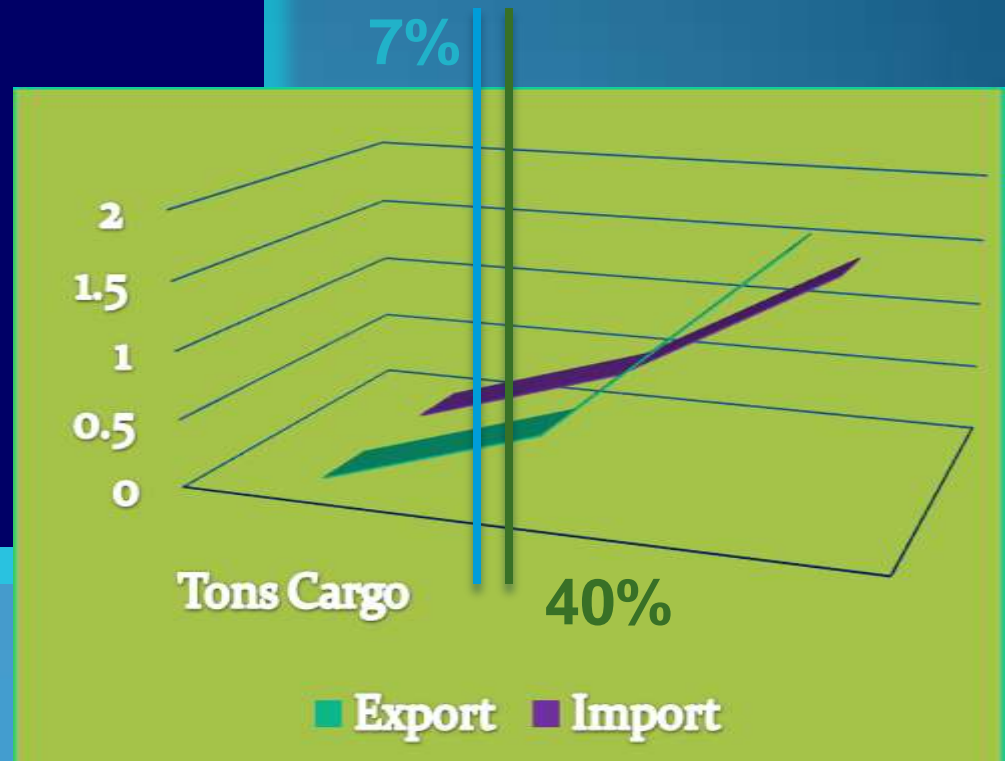
Jobs / Economic Development / Local Investment



800 Jobs  
\$120 Million Annual Impact  
Frontline of Supply Chain

# Smaller Niche Ports – Approach to AMH

- ◇ Baseline Market Research
- ◇ Port Pairing
- ◇ AMH Applications
- ◇ Marketing
- ◇ Partnerships



# AMH Project Development



# Port Partnerships with Industry

Industry  
Knowledge

- High quality, client-focused project development and commercial operating principles

Resources

- Detailed knowledge covering:

- Port markets
- Project Feasibility
- Port Industry relationships with operators and shippers
- Relationships with labor

Quality

Strength

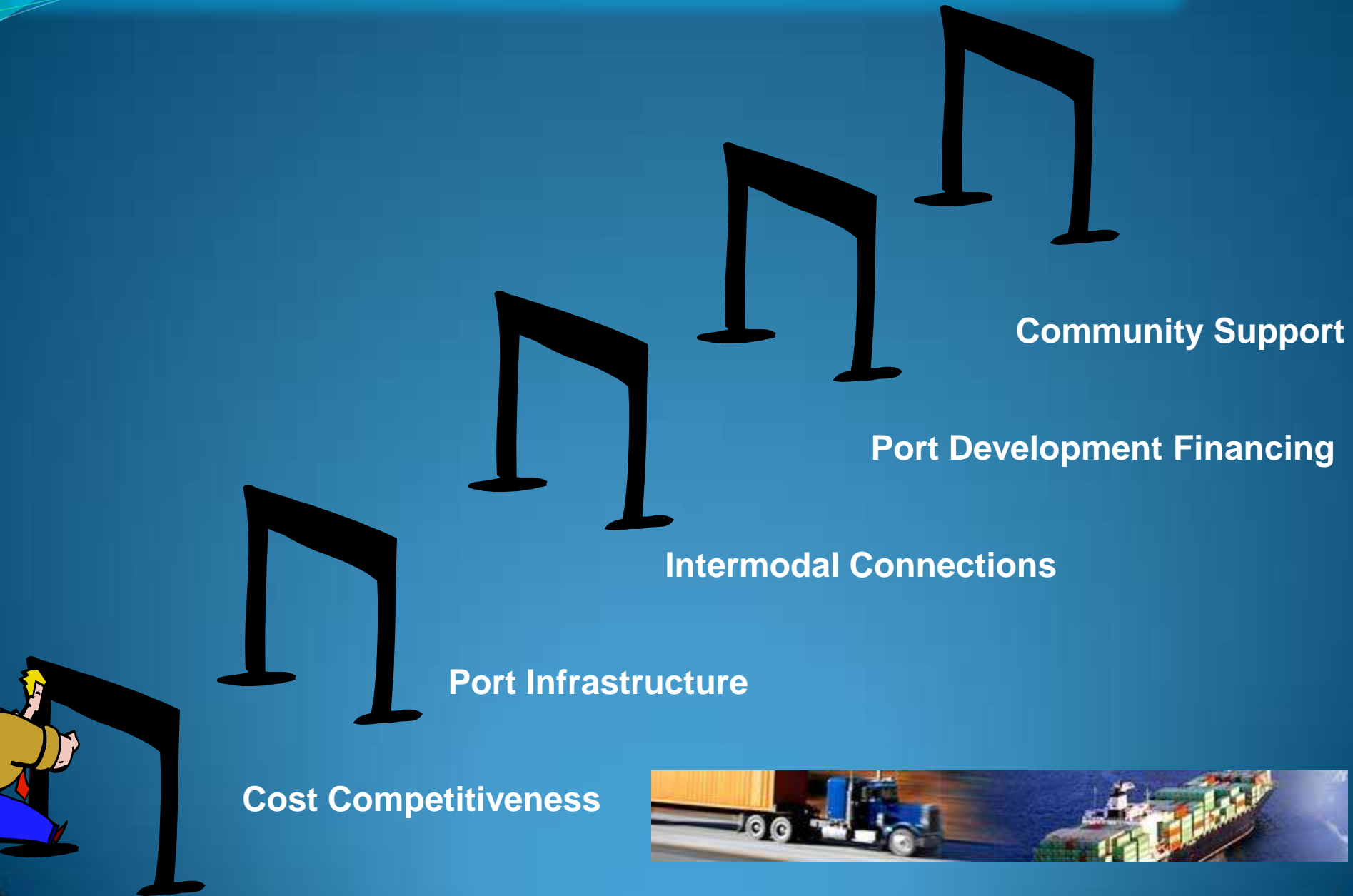
- Innovative project solutions drawn from best practice in a range of carrier services and terminal operations

Partnership

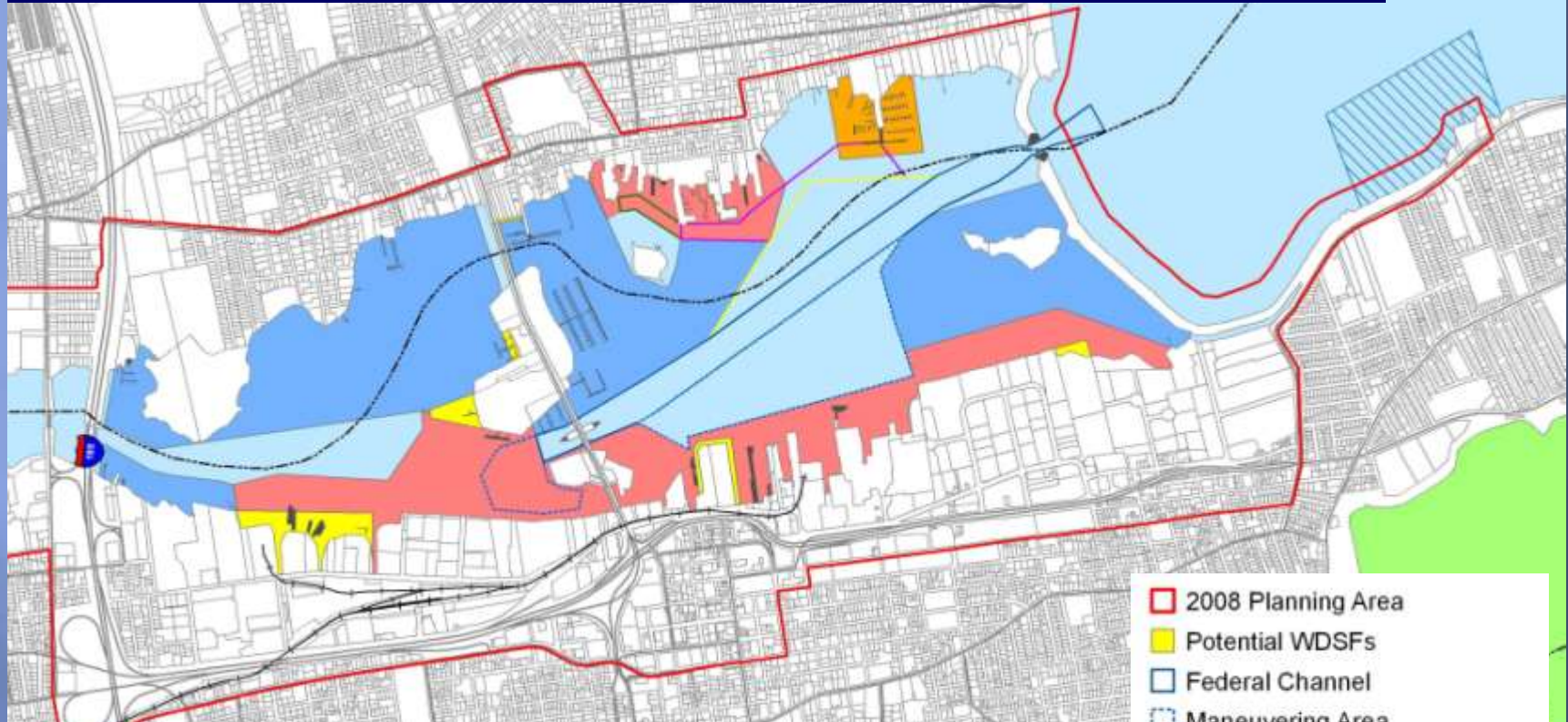
- Relationships with shippers, rail companies, truckers, operators, and customers to assist in creating viable Project

**Complete Public/Private Partnership for  
Developing a Commercially Sound Project**

# Smaller Ports: Challenges



# Port of New Bedford / Fairhaven



- 2008 Planning Area
- Potential WDSFs
- Federal Channel
- Maneuvering Area
- Anchorage
- 15ft Channel
- 10ft Channel
- Watersheet Management Areas

Chapter 91 Designated Port Area

Goal: Protect Maritime Industries

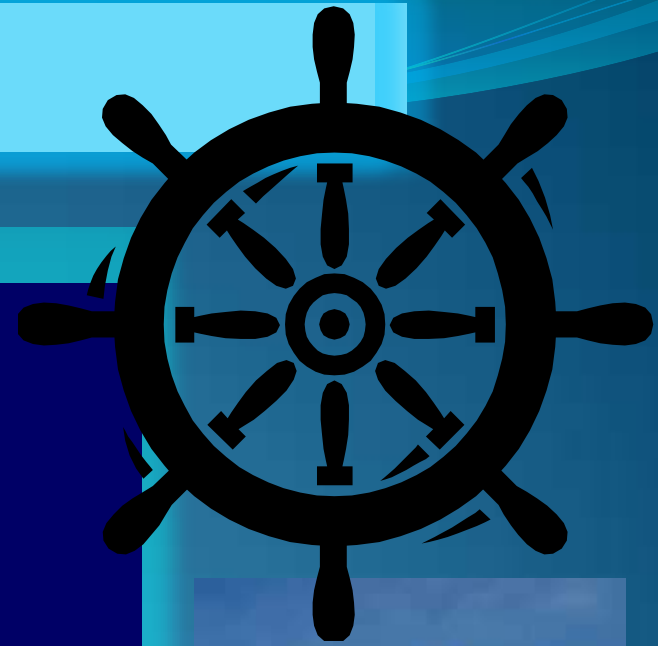
## Smaller Ports: Harbor Planning/Zoning

- Recreational Mooring & Access
- Transient Moorings
- Environmentally Sensitive



# Smaller Ports: Advantages

- ◆ Efficiency
- ◆ Underutilized: Room for Growth
- ◆ Quick Turn Around
- ◆ Limited Waterside Congestion
- ◆ Limited Landside Delays
- ◆ Lower Labor Costs



# Smaller Ports: The Ideal Terminal

## AMH Terminal Concept

- ◇ Flexibility for Barges and Ships
- ◇ Landside – Highway and Rail
- ◇ RO/RO and LO/LO Handling
- ◇ 15' to 35' MLW Channel Depth
- ◇ Berth – 400' to 600'
- ◇ Cranes and RO/RO ramp
- ◇ Upland Yard w/Reefer Plugs
- ◇ Storage Yard of 20 to 50 Acres



# Albany to New Bedford Heavy Lift AMH



# AMH Activities Supporting Ports

- ◇ Funding Opportunities
- ◇ Industry Groups & Advocacy
- ◇ Research
- ◇ Focused Port Conferences



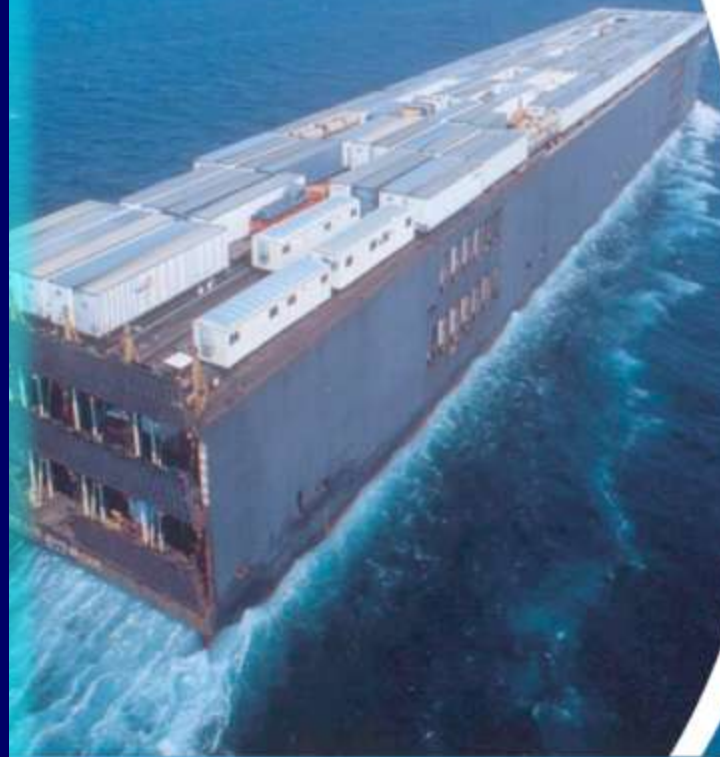
# Funding

- ◇ AMH Grant (\$7M)
- ◇ TIGER (\$600M)  
(Award List/Next Round)
- ◇ Title XI  
(Admin costs only FY2011)
- ◇ Surface Transportation Bill
- ◇ HMT Trust Fund  
(50% HMT receipts  
FY2011)



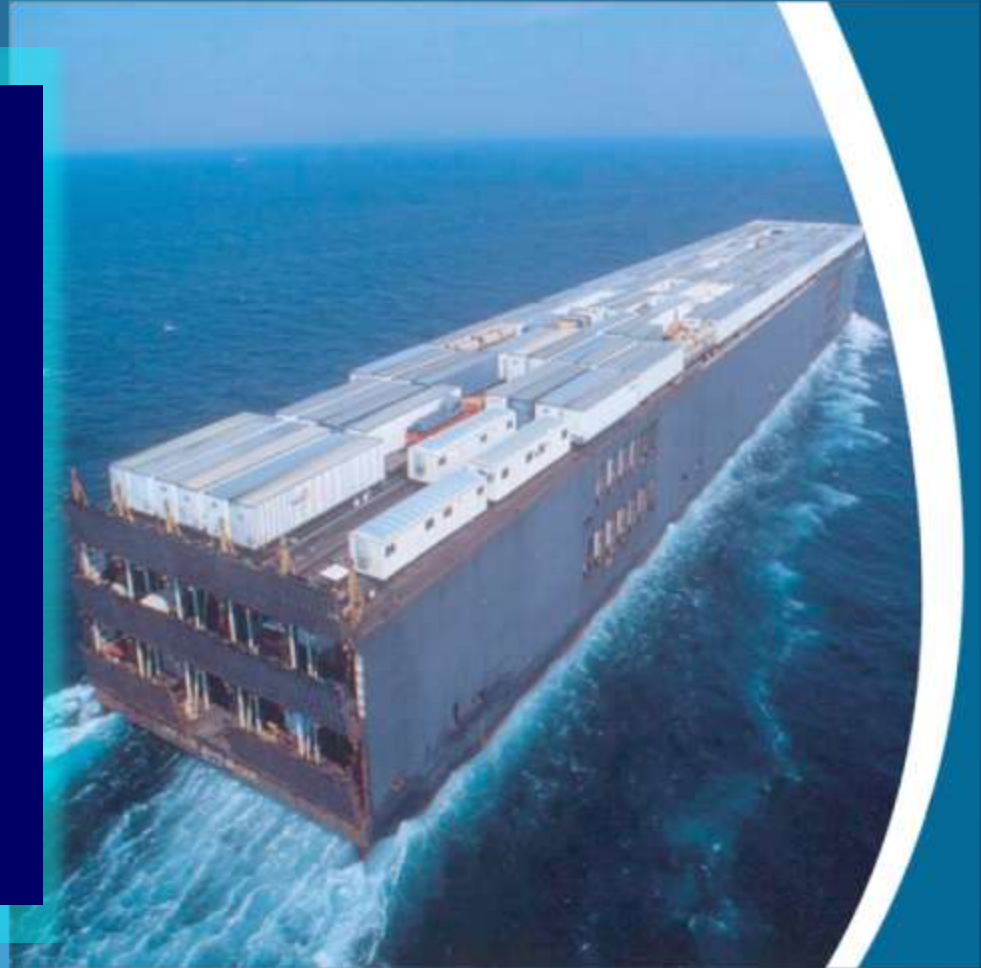
# America's Association of Port Authorities

- ◇ Maritime Economic Development Committee; Grant Writing and AMH Conference
- ◇ Advocates for Port Development and Port Funding



# Coastwise Coalition

- ◇ Advocacy
- ◇ Legislation Table
- ◇ HMT Exemption
- ◇ Meetings and Presentations



# I-95 Corridor Coalition

- ◇ Marine Highway Working Group
- ◇ Corridor Request

Partnership with NAPA and Coastwise Coalition: Outreach to MPOs / Develop tools to leverage marine projects



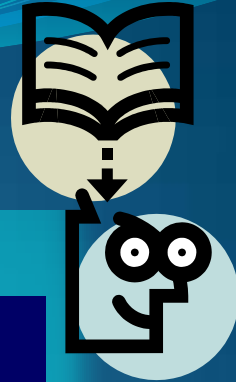


# North Atlantic Ports Association Short Sea Shipping Committee



- ◇ Last Meeting: June 2, 2010
- ◇ Program Comment to MARAD
- ◇ MPO Outreach Partnership

# Research Activities



- ♦ GMU – organizational and research activities underway within the I-95 corridor concerning Marine Highways; Their project to examine application of remote sensing and GIS technologies to evaluate MHS routing in the I-95 Corridor.
- ♦ TRB – Short Sea Shipping study on challenges; Phase II focus on hazardous cargo



# Focused Port Conferences

- ◆ Port Summit – San Diego, February 2010
- ◆ JOC Conference – Baltimore, April 2010
- ◆ AAPA/MEDC – Port Development, July 2010



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