



# Creating Proactive Community & Government Relationships

June 24, 2014



# Port Saint John



- Province of New Brunswick, Atlantic Canada
- 100 Kilometers from the United States





# Terminal Overview

## Port Saint John Terminal Information




- 1 Lower West Terminals  
Dry Bulk, Break Bulk, Project Cargo
- 2 Rodney Container Terminal  
Container, Dry Bulk, Break Bulk, Project Cargo
- 3 Navy Island Terminal  
Container, Dry Bulk, Break Bulk, Project Cargo
- 4 Long Wharf Terminal  
Dry Bulk, Break Bulk, Project Cargo, Cruise
- 5 Marco Polo Cruise Terminal  
Cruise
- 6 Diamond Jubilee Cruise Terminal  
Cruise
- 7 Lower Cove Terminal  
Dry Bulk, Break Bulk, Project Cargo
- 8 Barrack Potash Terminal  
Dry Bulk
- 9 Irving Oil Terminal  
Liquid Bulk
- 10 Canaport LNG Terminal  
Liquid Bulk

	Container		Project Cargo
	Dry Bulk		Cruise
	Break Bulk		Liquid Bulk

# PORT SAINT JOHN Terminals







**Irving Canaport imports over  
100 million barrels of crude oil  
per year via the deepwater  
port facility.**

**Irving Canaport Crude Oil Marine Terminal**





Capacity to supply  
20% of natural gas  
demand in U.S.  
Northeast and  
Canadian  
Maritimes

**Canaport LNG: *A First in Canada***



# Where we were 5 years ago

## ILA reiterates opposition to deal

Published Wednesday December 3rd, 2008

**Port land swap Stevedores say an appraisal has found Long Wharf worth about \$58 million**

**C4** John Pollack  
Telegraph-Journal

SAINT JOHN - The International Longshoremen's Association Local 273 reiterated its opposition Tuesday to a land-swap/lease deal between the Saint John Port Authority and Irving Oil Ltd. involving Long Wharf and the former Lantic Sugar refinery site.

 ENLARGE PHOTO



Cindy Wilson/Telegraph-Journal

Pat Riley, business agent for ILA Local 273, at Tuesday's news conference.

"This is a bad deal, not only for Canadian taxpayers, but for the Port of Saint John," said Pat Riley, business agent for Local 273.

The deal would see Irving Oil trading the Lantic Sugar site, which it has a tentative deal to buy from the city for \$1.2 million, for a section of Long Wharf where its new headquarters would be built and lease the rest of the wharf for 99 years for \$10 million.

The former Lantic Sugar site is 10 acres, and Long Wharf, which is owned by the federal government and managed by the Saint John Port Authority, is 19.2 acres.

The longshoremen's association commissioned an appraisal for Long Wharf that found the property and all infrastructure is worth about \$58 million. The appraisal





“A problem is a way of learning something new.”

## Mylène Paquette

Rowed Across Atlantic Solo (2013)

2700 nautical miles, 129 days

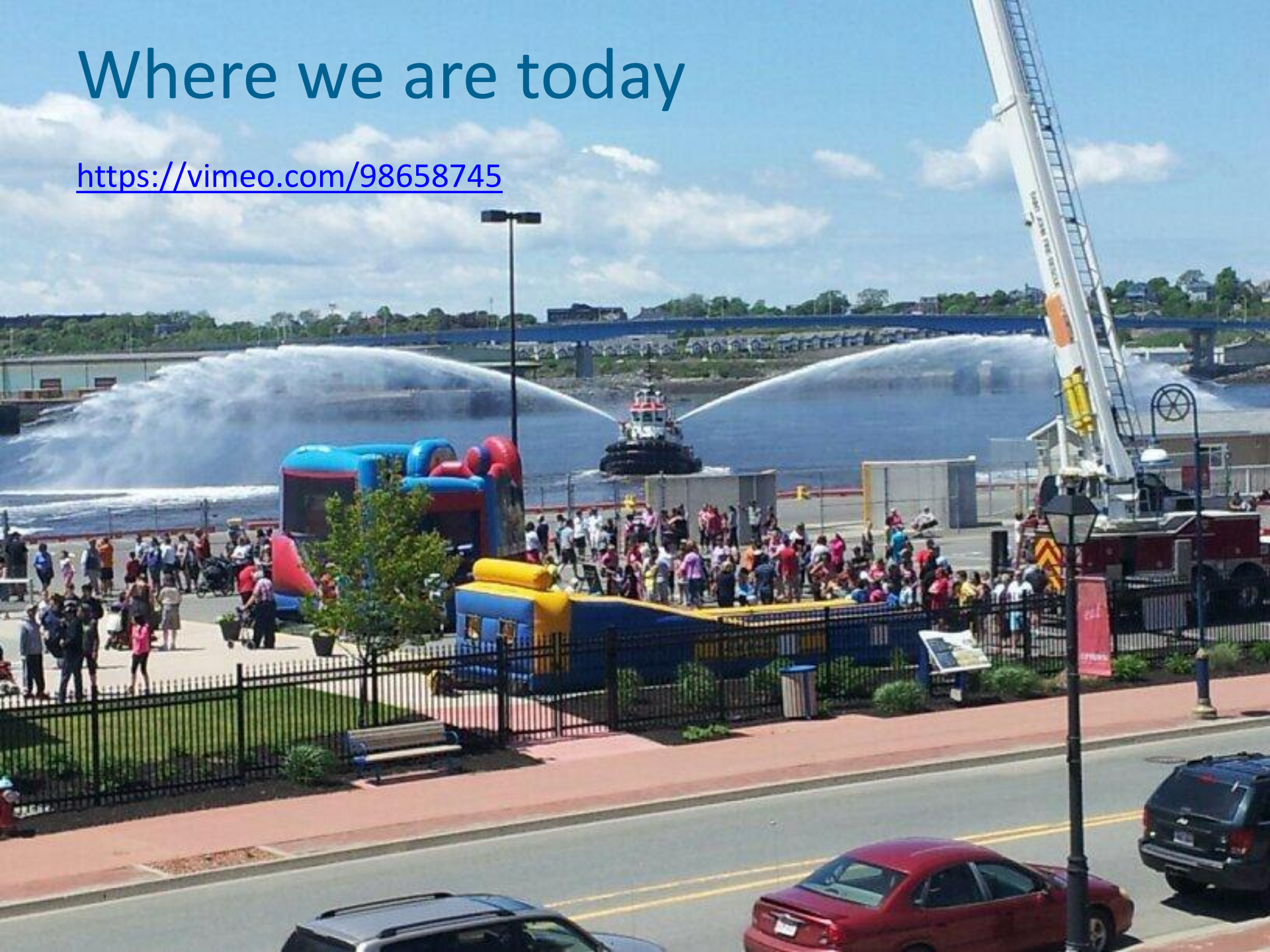
Capsized 10 times, faced 10 metre waves

[www.mylenepaquette.com](http://www.mylenepaquette.com)

@mylenepaquette

# Where we are today


<https://vimeo.com/98658745>







# How did we get there?

- 
- Who is the port
  - What is the port
  - Where is the port (more our global reach than community)
  - Why does the port exist



# 3 Guiding Themes

## Inclusion



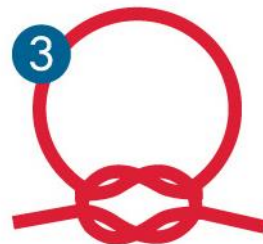
“Stakeholders want, expect, and are entitled to be included in the strategic direction of the Port.”

## Port as an Asset



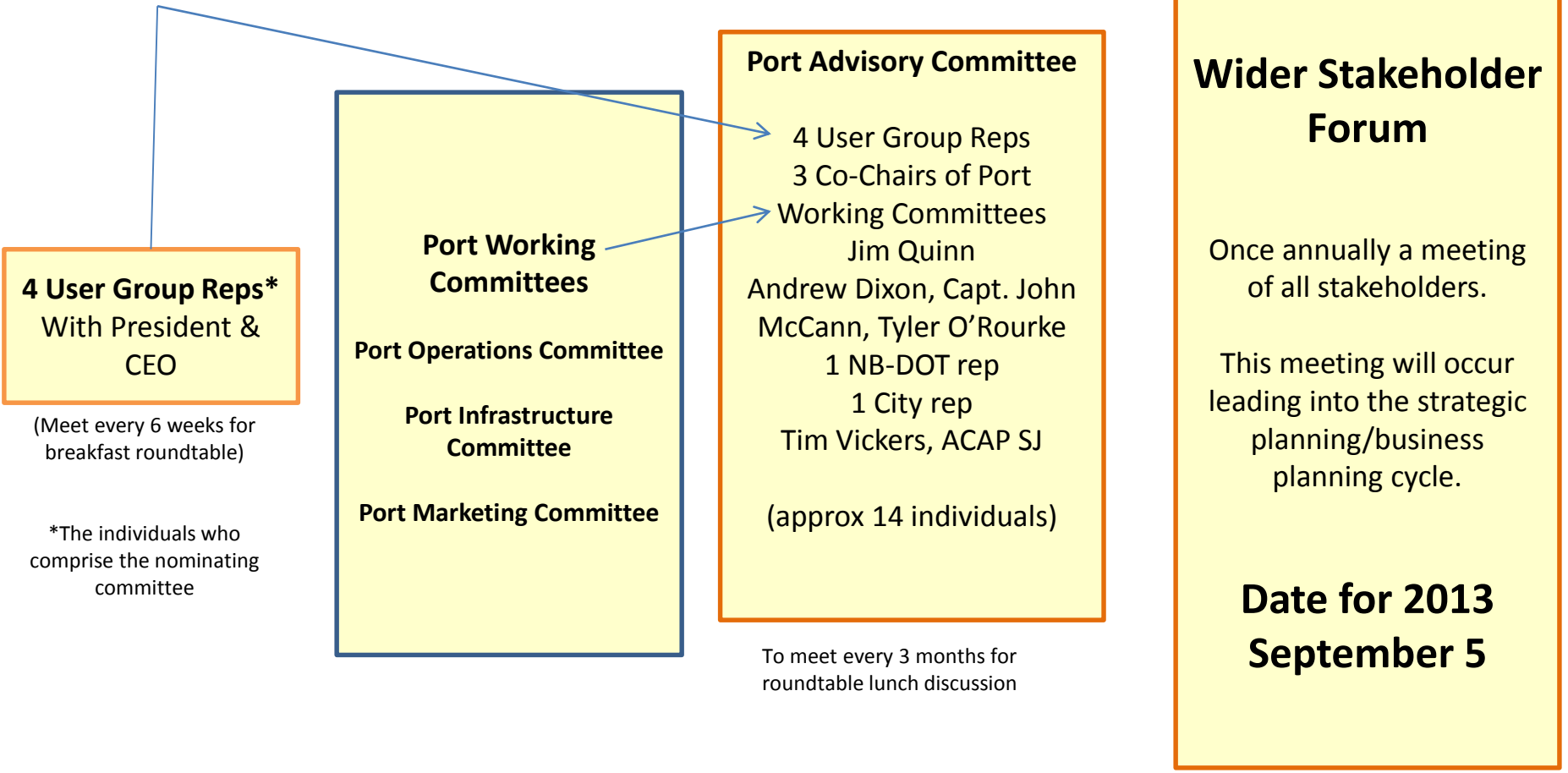
“The Port is an asset that facilitates economic activity for a wide range of direct and indirect users.”

## Renewal



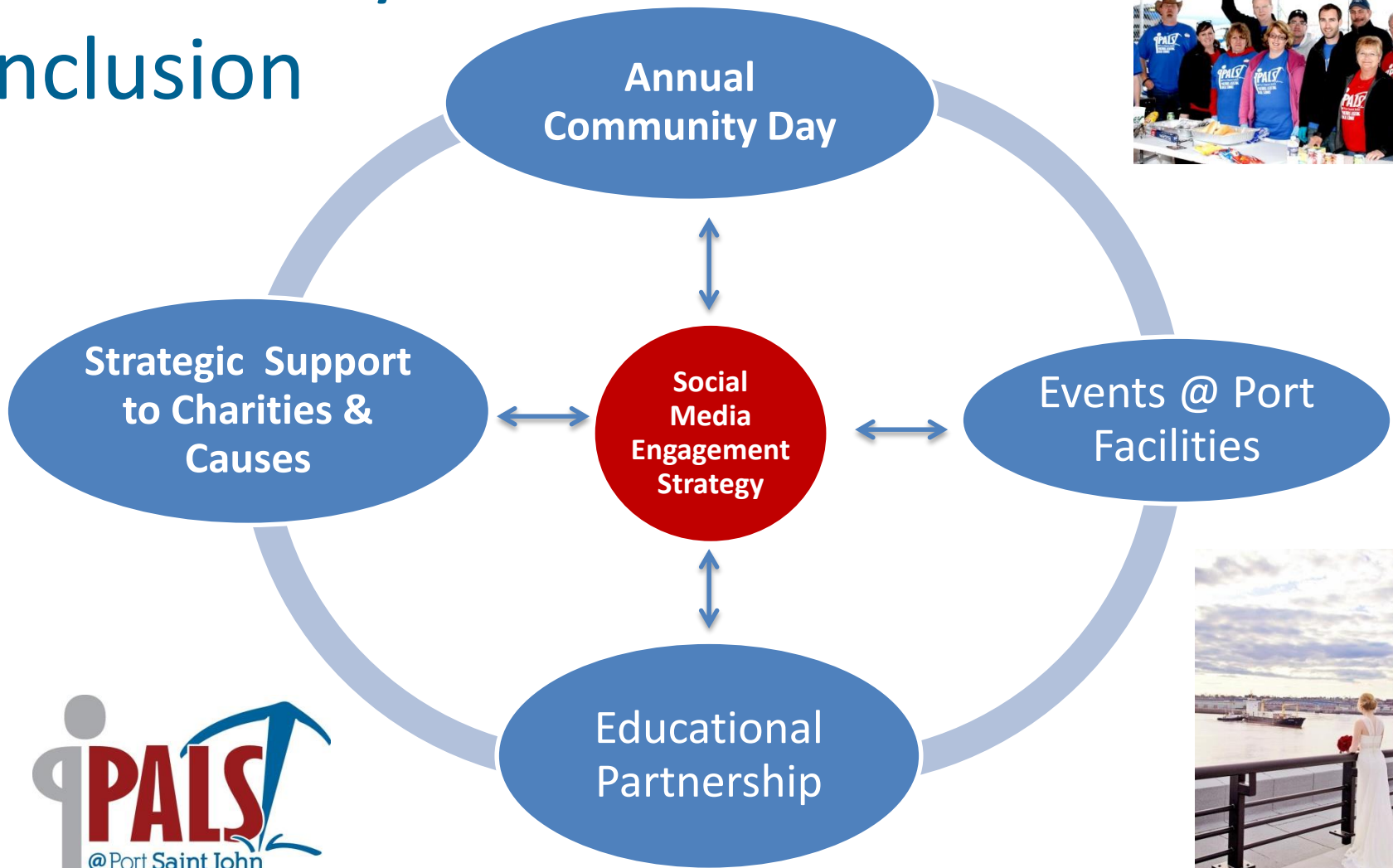
“The Port and those affected by it need to move forward in a manner that presents a more focused and unified community voice for renewal”

# Stakeholder Inclusion Model est. 2011



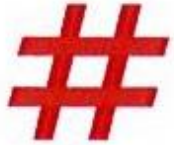


# Community Inclusion





@PortSaintJohn



#portcity



/PortSaintJohn



@portsaintjohn

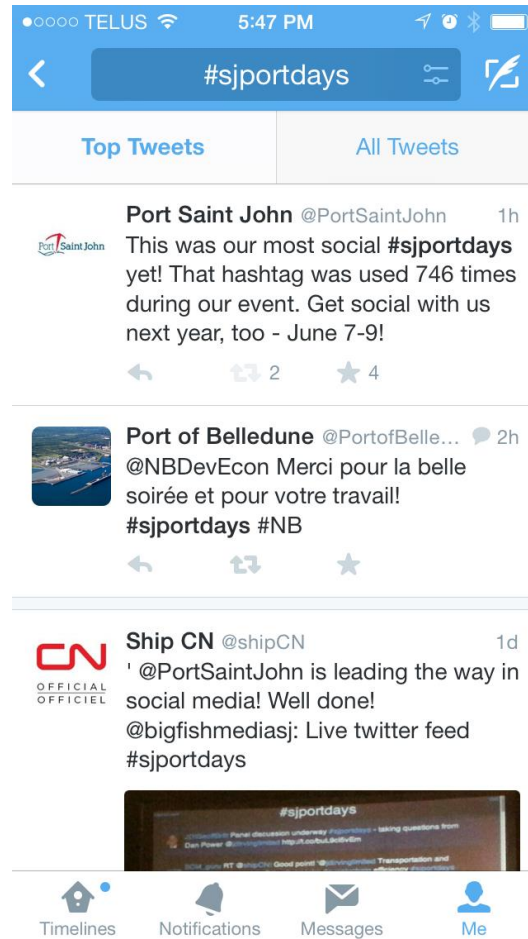


/portsaintjohn



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June 10, 2014 – Mayor Norton  
City of Saint John

