

Board-Management Relations: A Critical Factor in Your Port's Success



MON PORT D'ATTACHE
MY HOME PORT

AAPA Commissioners Seminar
June, 17th 2015



ADMINISTRATION PORTUAIRE DE TROIS-RIVIÈRES | TROIS-RIVIÈRES PORT AUTHORITY

Port of Trois-Rivières



Succeeding...

- Success is measured by reaching a goal.
- And we all want to succeed...

But how do we reach our goals?

It starts with an honest reading of your reality...



And setting a realistic, yet ambitious, goal



Make a plan

What do I need to reach my goal?

- Fill the gap between what you have and what you need



Feeling in control

- It's about putting everything in place, making sure that you are prepared



Action with feedback

- Be aware of what's going wrong or might occur, inside or outside (nervous system)
- Read the signals and react accordingly




The key to success

- **Be confident** that all systems are working perfectly together, are getting the required info and feedback to reach the goal



That's "governance"!

The background of the slide is a faded, light-colored image of a large cargo ship docked at a port. The ship is white with a red hull and has several cranes on its deck. In the background, there are mountains under a clear sky. The overall tone is professional and maritime.

Organizations use the same pattern to reach their goals

- An **efficient governance** is the key factor to your organization's success
- There cannot be an efficient governance without an **healthy** Board-Management relation
- The board and the management must be in **symbiosis without complacency**

TRPA board-management relations

For us, it meant:

- Understanding and respecting each other's roles and responsibilities
- Understanding the critical systems, both inside and outside the organization
- Being confident that the entire organization is going in the right direction, at the right pace
- Having efficient management analysis and reporting
- Adopting a flexible board-management relation
- Building a strong mutual trust

**It's essential in order to make the proper decisions
and reach our goal**

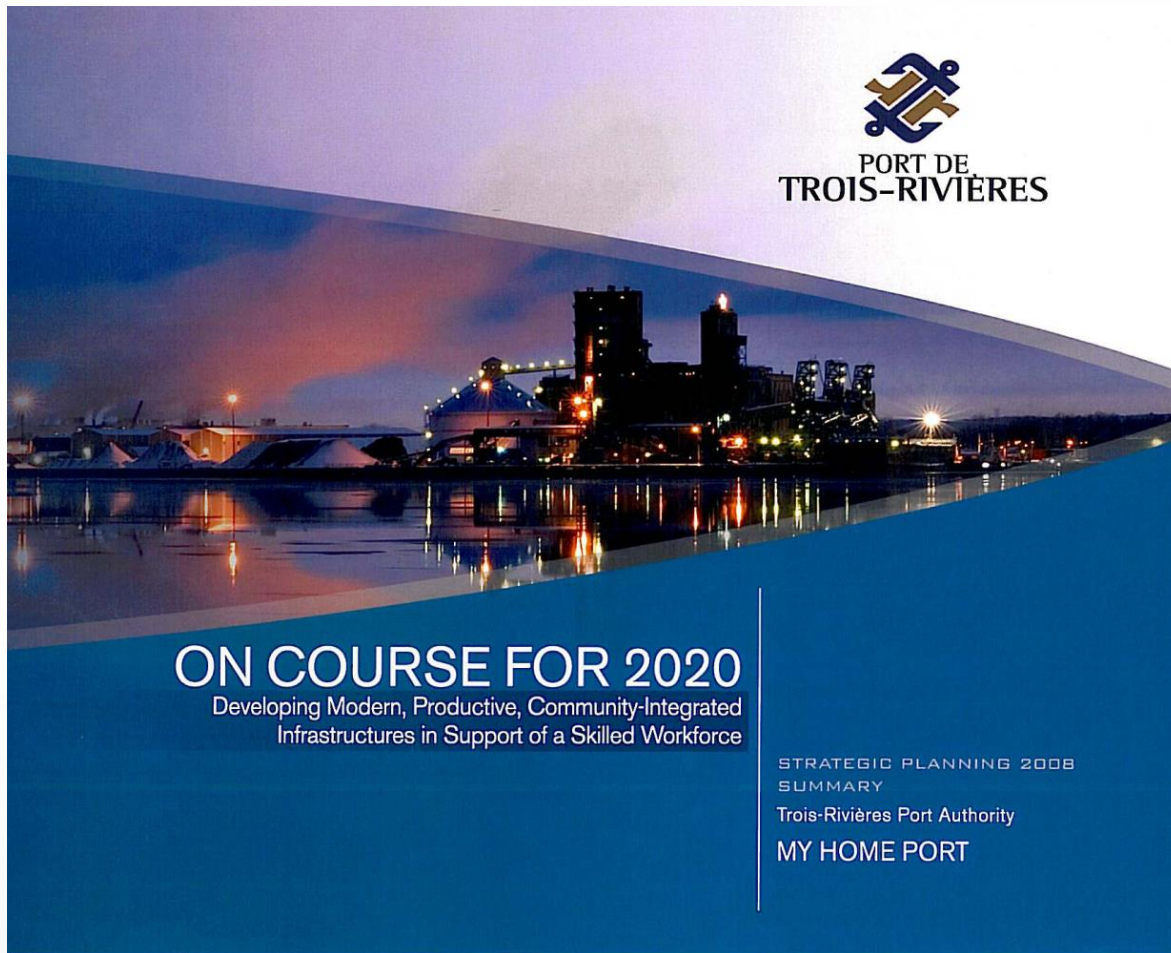


Did it work for us?

2008 TRPA reality check

- Unclear frontiers
- Insufficient storage space
- Outdated infrastructures which has reached the end of its useful lifetime
- Outdated onsite railways
- Interference between trucks and trains
- Tense City-Port relation
- Deficient information system
- Insufficient revenues

Our goal and strategic plan



*Developing
Modern,
Productive,
Community-
Integrated
Infrastructures
in Support of
a Skilled
Workforce*







PORT DE TROIS-RIVIERES
ENTRÉE #3
SANS LAISSEZ-PASSER
ENTRANCE #3
WITHOUT ACCESS CARD

MAXIMUM
30
CMB LES LIMITES DU
PORT DE TROIS-RIVIERES

PORT DE TROIS-RIVIERES
ENTRÉE #2
LAISSEZ-PASSER
OBLIGATOIRE
ENTRANCE #2
ACCESS CARD
REQUIRED

MAXIMUM
30
CMB LES LIMITES DU
PORT DE TROIS-RIVIERES

PORT DE TROIS-RIVIERES
ENTRÉE #1
LAISSEZ-PASSER
OBLIGATOIRE
ENTRANCE #1
ACCESS CARD
REQUIRED





2009 2009







Government of Canada
Gouvernement du Canada

600674





NO SMOKING
18400 X 19200

SAFETY + FIRST

301
P-3
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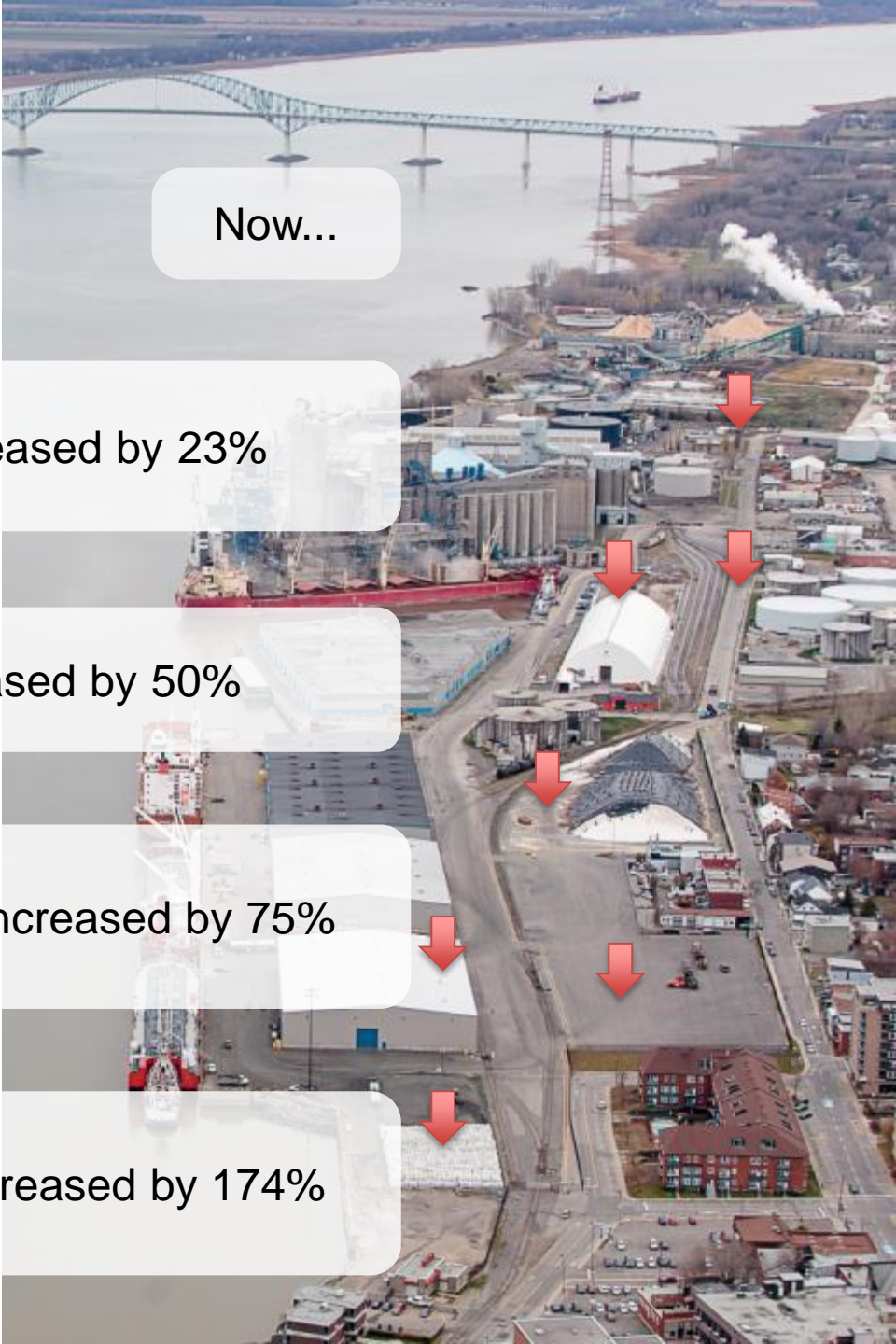
FEDERAL MAAS



2430
2430
2430
2430



Before



Now...

Capacity increased by 23%

Traffic increased by 50%

Total revenues increased by 75%

Net revenues increased by 174%





Wheel of success



Our new goal : On course for 2030



Our new goal : On course for 2030



- We firmly believe that you cannot achieve your goals without an healthy Board-Management relation
- It is a critical factor to your port's success



Thank you!



PORT
TROIS-RIVIÈRES

MY HOME PORT

