



# AAPA Energy and Environment Seminar

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# Introduction



- How do we engage other stakeholders such as Terminal Operators to help address Port energy, resiliency, and environmental challenges?

# The Terminal Operator Perspective



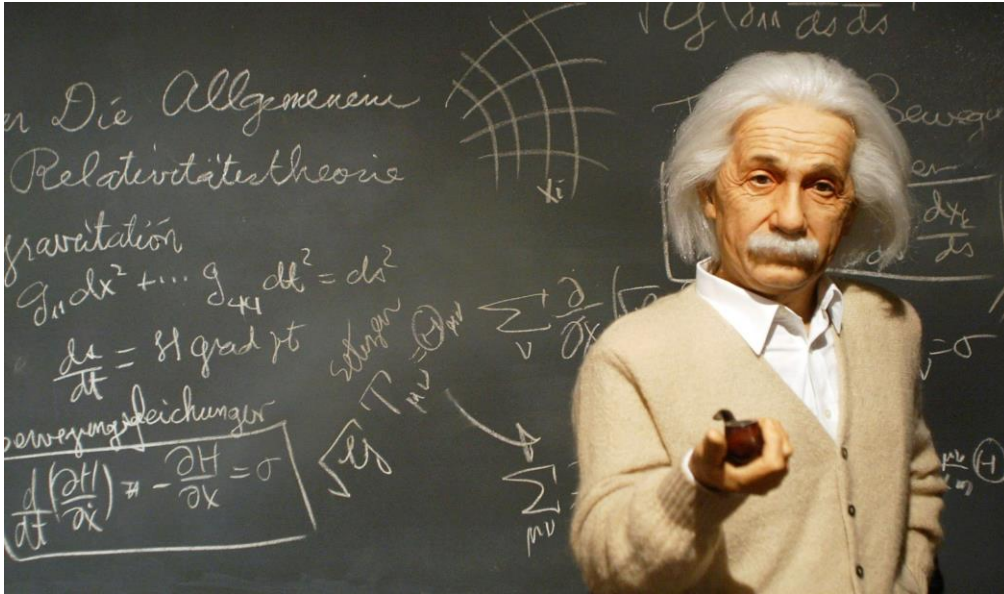
- Often Primary Consumers of Energy
- Best Positioned to Address Efficiency
- Most Impacted by Regulatory Requirements and Resiliency Concerns

- Top Concerns – Energy and Environment Toward Bottom
  - Energy = “Cost of Doing Business”
  - Varies by Terminal Operator – Some More Progressive Minded
- Financially Constrained
  - Opportunity for Private Investment
  - Lease Structures, Terms Can Impede
- Generally Lack Energy Management Sophistication
  - Largest Load, Least Visible/Managed
  - No Resources to Tackle

# The Service Provider Perspective

- Perceived Disconnects Between Port Goals and Terminal Operator Actions
  - Example – Terminal Lighting
- Terminal Operators Take a Passive Role to Energy and Environment....Until Regulatory Requirement Involved
- Focus Tends to Be on Renewable – Efficiency Not As Strongly Emphasized
  - There are exceptions

# What's the Big Idea??



- More Can Be Accomplished Working Together
- Collaborate on Energy Plans – Integrate Terminal Operator Plans with Port and Vice Versa
- Heavily Reward First Adopters
- Leverage Industry Resources on Behalf of Terminal Operators
- Develop Creative Financing Strategies – Make Available to Terminal Operators
- Balance Focus on Renewable and Resiliency with Efficiency and Energy Management
- Balance the Stick and the Carrot