Success stories in port planning and development

AAPA Spring conference

Washington

April 5th 2017
<table>
<thead>
<tr>
<th>Feature</th>
<th>Details</th>
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<tbody>
<tr>
<td>Water Depth</td>
<td>15 M</td>
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<tr>
<td>Port of Quebec Capacity</td>
<td>150,000 Tons</td>
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<tr>
<td>Open All Year</td>
<td></td>
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<tr>
<td>Strategic Geographic Location</td>
<td></td>
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<tr>
<td>Complete Multimodality</td>
<td></td>
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<tr>
<td>Complete Maritime Services</td>
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<tr>
<td>Value of Transferred Goods</td>
<td>$20 Billion</td>
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<tr>
<td>25 M Tons Per Year</td>
<td></td>
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<tr>
<td>1000 Ships Per Year</td>
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<td>180,000 Cruise Passengers Per Year</td>
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<tr>
<td>Port of Quebec Capacity</td>
<td>15,000 TEU</td>
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TRADING WITH THE WORLD

Good coming from or going to 50 countries

- General Cargo
- Chemical
- Construction
- Mining and forestry
- Energy
- Agribulk
- Siderurgy
- Oil and Transport
ACT ON
THE PORT’S FUTURE
2 PATHS TO SUCCESS

COMMUNITY

COMMERCIAL
Don’t raise your voice. Improve your argument.

Harvey Specter
BEING A CENTRAL PLAYER IN THE COMMUNITY

IMPROVE COHABITATION

- Implement a community relations plan
- Investing in beautification projects
- Implement a sustainable development action plan
When blue turns to green

NAMEPA’S 2016 Marine Environment Protection Award or Ports

GREEN MARINE 2015 Excellence et Leadership
COMMERCIAL DEVELOPMENT

- Aging Infrastructures
- Lack of space
- International competitiveness
AGING INFRASTRUCTURES

Estuary constructed in 1878

Anse au Foulon constructed in 1927

Beauport constructed in 1967
LACK OF SPACE FOR MAJOR NEW PROJECT

THE PORT DE QUÉBEC’S LAND RESERVES:

0 hectares

EUROPEAN PORTS:

Rotterdam: 1,000 hectares
Ghent: 600 hectares
Liege: 120 hectares
When you're backed against the wall, break the goddamn thing down.

Harvey Specter
BEAUPORT 2020
THE SOLUTION
THE B2020 PROJECT

- 610 metres of wharf line
- 17.5 hectares of surface
- Rebuilding and redesign of the beach
Actual status

- Federal government contribution of $60 M
- Engineering planning completed
- Project under Environmental Agency review
- Commercial prospecting
- Construction : Q2 2018
What we’ve changed:

- Working with international experts
- Having more people in the field
- Integrating a broader view
- Go to the next level (HAROPA / Northwest Seaports Alliance)
Work hard in silence. Let success be your noise

Harvey Specter
Friendly reminder

• AAPA AGM in 2020

• AIVP – 2018