MARITIME EXCHANGE
for the Delaware River and Bay

DELAWARE RIVER PORTS: AN OVERVIEW

AAPA PORT SECURITY SEMINAR & EXPO

JULY 25, 2019

DENNIS ROCHFORD, PRESIDENT
MARITIME EXCHANGE FOR THE DELAWARE RIVER AND BAY

MARITIME EXCHANGE
for the Delaware River and Bay
The Maritime Exchange for the Delaware River and Bay

A diverse membership
- Nearly 300 private and public businesses, organizations, and agencies
- Serves Delaware, New Jersey, and Pennsylvania
- Agents, brokers, importers/exporters, attorneys, ports/terminals, tugs, expediters, insurance

Two primary roles
- Public policy/advocacy
- Operations

Member-focused programs and services
- Publications/communications
- Training
- Committees/workgroups
MARITIME EXCHANGE OPERATIONS

24/7/365 Ops Desk
Coordinates communications
Relays instructions/alerts
Manages ship database
Help desk for Maritime On-Line
## Legislative
- SAFE Port/Maritime Transportation Security ACT/CFATS Acts
- Funding/Appropriations
- Water Resources Development
- PORTS Funding
- Workplace Safety
- Commerce/Tariffs

## Regulatory
- Coast Guard
- Customs (CBP)
- Corps of Engineers
- Transportation Security Admin.
- Fed. Emergency Management Agency
- Dept. of Agriculture
- EPA
DELAWARE RIVER PORTS: THE ISSUES

**Assets**
- Efficient terminal operators
- Well-trained dockside labor force
- Significant infrastructure investment
- Excellent working relationships with federal agencies
- Outstanding comms & collaborative spirit

**Challenges**
- Trade policies
- Intra-port competition
- Lack of federal resources
- Outdated regulations

MARITIME EXCHANGE for the Delaware River and Bay
COLLABORATING AT DELAWARE RIVER PORTS

- Maritime Exchange
- Area Maritime Security Committee
- Area Committee
- Mariners’ Advisory Committee
- Ship Philadelphia First
Port Governance

- Multiple federal agencies
- 270+ municipalities
- 16 members of Congress
- 11 counties
- 3 states
DELAWARE RIVER PORTS ECONOMIC IMPACT

- $53 billion contribution to regional economy
- $7.8 billion in wages and salaries
- $781 million in state and local taxes
- 135,000 direct, indirect, and induced jobs
DELAWARE RIVER BY THE NUMBERS

35 Active Cargo Facilities
- 21 General Cargo
- 14 Petroleum/Chemical Terminals

3 Public Port Authorities
- PhilaPort
- South Jersey Port Corp
- Diamond State Port Corporation

16 Federal Anchorages
- Big Stone Beach
- Breakwater
- Deep Draft: Marcus Hook and Mantua Creek

MARITIME EXCHANGE
for the Delaware River and Bay
<table>
<thead>
<tr>
<th></th>
<th>TEUs</th>
<th>$Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Philadelphia, PA</td>
<td>191,434</td>
<td>5,590,433,884</td>
</tr>
<tr>
<td>Wilmington, DE</td>
<td>109,862</td>
<td>609,027,978</td>
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<td>Chester, PA</td>
<td>92,629</td>
<td>2,981,520,928</td>
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<tr>
<td>Gloucester, City, NJ</td>
<td>28,248</td>
<td>132,227,212</td>
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<tr>
<td>Pennsauken, NJ</td>
<td>3,182</td>
<td>98,365,460</td>
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<td>Salem, NJ</td>
<td>1,232</td>
<td>33,757,581</td>
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<tr>
<td>Camden, NJ</td>
<td>692</td>
<td>2,883,168</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>427,278</strong></td>
<td><strong>9,448,216,211</strong></td>
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</tbody>
</table>

Source: PIERS (The Port Import/Export Reporting Service)
TOP FIVE DELAWARE RIVER IMPORTS

By vessel calls

Top 5 Imports

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
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</thead>
<tbody>
<tr>
<td>Containers</td>
<td>469</td>
<td>511</td>
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<tr>
<td>Petroleum</td>
<td>511</td>
<td>496</td>
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<tr>
<td>Fruit</td>
<td>462</td>
<td>417</td>
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<tr>
<td>Steel</td>
<td>205</td>
<td>153</td>
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<tr>
<td>Minerals</td>
<td>107</td>
<td>123</td>
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</table>
TOP FIVE DELAWARE RIVER EXPORTS

By vessel calls

Top 5 Exports

<table>
<thead>
<tr>
<th>Product</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Containers</td>
<td>753</td>
<td>737</td>
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<tr>
<td>Gas</td>
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<tr>
<td>Vehicles</td>
<td>5364</td>
<td>53</td>
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<tr>
<td>Petroleum</td>
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<td>46</td>
</tr>
<tr>
<td>Minerals</td>
<td>35</td>
<td>35</td>
</tr>
</tbody>
</table>
MARITIME ON-LINE: SECURITY + COMMERCE

- Developed as a web-based system to meet varying user platforms and technological capabilities
- System security is determined by the port community and maintains confidentiality of proprietary data
- Originally designed to facilitate commerce — now used by federal government agencies, law enforcement, and responders to assist in security and safety missions
COMPONENTS OF MOL

- Automatic Identification System
- TRACS
- Ship Reporting
- NOA/D
MOL CONSTITUENTS

Industry

Law Enforcement

Government

MOL

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for the Delaware River and Bay
<table>
<thead>
<tr>
<th>Security Considerations</th>
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<tbody>
<tr>
<td>Maritime domain awareness</td>
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<tr>
<td>Communications</td>
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<tr>
<td>Information sharing</td>
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<tr>
<td>Stakeholder acceptance</td>
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<tr>
<td>Access control/TWIC</td>
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<tr>
<td>Waterside access</td>
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<tr>
<td>Drones</td>
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<tr>
<td>Waterway monitoring</td>
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<tr>
<td>Intrusion detection</td>
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<tr>
<td>Federal systems</td>
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<tr>
<td>Cybersecurity</td>
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Dennis Rochford
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