Creating Proactive Community & Government Relationships
June 24, 2014
• Province of New Brunswick, Atlantic Canada
• 100 Kilometers from the United States
Port Saint John Terminal Overview

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

Legend:
- Container
- Dry Bulk
- Break Bulk
- Project Cargo
- Cruise
- Liquid Bulk
Irving Canaport is ideally situated in the Bay of Fundy at the entrance to the harbour of Saint John, an ice-free, year-round location. Irving Canaport Crude Oil Marine Terminal imports over 100 million barrels of crude oil per year via the deepwater port facility.
Capacity to supply 20% of natural gas demand in U.S. Northeast and Canadian Maritimes

Canaport LNG: A First in Canada
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.

"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 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
@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**

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

**Port as an Asset**

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

**Renewal**

3. “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

### Port Working Committees
- **4 User Group Reps**  
  With President & CEO  
  (Meet every 6 weeks for breakfast roundtable)  
  *The individuals who comprise the nominating committee*
- **Port Operations Committee**
- **Port Infrastructure Committee**
- **Port Marketing Committee**

### Port Advisory Committee
- 4 User Group Reps  
- 3 Co-Chairs of Port Working Committees  
  - Jim Quinn  
  - Andrew Dixon, Capt. John McCann, Tyler O’Rourke  
- 1 NB-DOT rep  
- 1 City rep  
- Tim Vickers, ACAP SJ  
  (approx 14 individuals)  
  To meet every 3 months for roundtable lunch discussion

### Wider Stakeholder Forum
- Once annually a meeting of all stakeholders.  
  This meeting will occur leading into the strategic planning/business planning cycle.  
  **Date for 2013**  
  **September 5**
Community Inclusion

Annual Community Day

Social Media Engagement Strategy

Events @ Port Facilities

Educational Partnership

Strategic Support to Charities & Causes
June 10, 2014 – Mayor Norton
City of Saint John