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