Tariff vs. Off-Tariff Contract Rates: Evolving Trends

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520 upland acres
FY 2015 cargo throughput: 1.01 million TEUs
FY 2015 cruise throughput: 4.91 million passengers
8,000’ of cruise berthing area
5,500 passenger parking spaces
PortMiami has preferential berthing agreements with Carnival, RCCL, NCL, Disney, MSC, Virgin, and a Genting affiliate.
10 YR cruise terminal development and operating agreement with MAG, parking guarantee, and $10 M improvement obligation
13 STS gantry cranes, including 6 super-post Panamax
3 cargo terminal agreements
Off-tariff cargo contracts contain MAGs, volume-based incentive tiers, and/or crane hour volume discounts.
Advantages of offering multi-year off-tariff contract rates:

1. Encourages throughput and revenue growth;
2. Locks in minimum annual revenue streams;
3. MAGs augment port bonding capacity;
4. Increases certainty for ports and customers; and
5. Enhances ability of cargo terminal operators to finance terminal and equipment improvements, and to offer attractive multi-year deals to cargo line customers
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Questions?

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