

Deep Water Port *notes*

The News Portfolio of The Connecticut Deep Water Port Community

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Connecticut's Deep Water Port Strategy Study



CMC Executive Director William Gash discusses the Port Study with the Hartford Business Journal at Cross Sound Ferry Services in New London, CT.
Link: <http://m.hartfordbusiness.com/article/20111229/NEWS01/312299996?template=mobileart>
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THE STATE OF CONNECTICUT commissioned an independent, market-based planning study to determine the best uses of its three deep water ports and to develop a supporting strategy to realize and enhance those best uses. Included is an excerpt from the just released Study by Moffatt & Nichol. The entire Study can be found at: http://www.ct.gov/ecd/lib/ecd/ct_opm_bd_port_final_report.pdf

Summary of Eight Market-Based Strategies

I. Protect and enhance liquid bulk and related energy uses (Required Investments: \$0)

- The flow of petroleum products through the ports is critical to Connecticut's economy and its energy future
- Will pay economic dividends to every sector of the Connecticut economy, over time
- Significant investment in liquid bulk and related energy infrastructure already in place at the three ports

II. Protect and enhance private ferry services (Required Investments: \$0)

- The private ferry services in Connecticut do not require public subsidy, a rarity in the U.S. and a condition worth protecting and promoting
- Both providers (Bridgeport and New London) have identified a need for expanded parking and queuing facilities

III. Protect and enhance shipyard and ship repair services (Required Investments: \$0)

- The private Thames shipyard in New London is the largest non-cargo employer among the three ports
- The State should streamline the regulatory processes for ship repair and ship building
- Support BPA's efforts to retain ship repair services at the former Bridgeport/Derecktor Shipyard

IV. Increase dry bulk and break bulk cargoes (Required Investments: Up to \$11 million for increased rail access to New Haven, up to \$14 million for North Yard expansion, and up to \$40 million for capital incentive improvements in New London)

- Extend the ports' serviceable reaches into competitive regional markets
- Existing flows of salt, sand, and cement are tied to immediate local demand (highly captive and stable markets)
- Do not commit State capital without similar private commitment

Connecticut's Deep Water Port Strategy Study continued on page 2

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CT's Deep Water Port Strategy Study continued from page 1

V. Increase scrap metal exports (Required Investments: Up to \$400t/year for public benefit grants)

- Connecticut's largest export commodity by weight, of which the majority is trucked to ports outside of the State
- In order to capture a larger market share, Connecticut should partner with the three large processors, encourage smaller dealers by developing a statewide brokering system, and offer incentives as "heavyweight" containers on barge to divert traffic from congested I-95 corridor

VI. Attract wood pellet exports (Required Investments: \$2-12 million for specialized handling equipment and improvements)

- Leverage existing rail connectivity: NECR provides direct access to Canadian and northern New England forestry production centers and has on-dock rail at the State Pier
- Promote this, as well as other potential specialized infrastructure, which could attract wood pellet flows through New London

VII. Compete for break bulk lumber, copper and steel imports (Required Investments: Up to \$11 million for new rail connections)

- Break bulk commodities have traditionally been handled efficiently at the ports
- New Haven and New London could increase lumber and/or copper imports if/when housing construction rebounds in the Northeast and can also compete for various steel products
- Leverage existing rail connectivity to reach markets located in New England, Canada and the Midwest.

VIII. Evaluate fresh food imports (Required Investments: \$0)

- Had historically been a valuable tenant at Bridgeport, but



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was attracted to competing regions due to inadequate port maintenance/infrastructure

- One potential fresh food anchor is the scallop and shellfish fleet in New London

Summary of Five Policies and Actions to Support a Market Based Strategy

I. Fund New Haven Channel and Small Marina Dredging (Required Investments: \$1 million/year for small harbor dredging and up to \$10 million for New Haven dredging)

- New Haven is the state's most important cargo facility and its current business is threatened by shoaling and poor channel maintenance
- Scores of smaller marinas which provide economic, tourism, and recreational benefits to the State are in need of dredging

II. Revise State Pier solicitation (Required Investments: Up to \$10 million depending on specific cargo commitments)

- The State should revise its solicitation process to seek a long-term public-private partnership
- Existing short-term leases and rent structures do not incentivize/reward cargo growth

III. Bridgeport/Derecktor Shipyard solicitation (Required Investments: Up to \$5million depending on specific business commitments)

- Significant State capital has already been spent on buildings and equipment at the Shipyard for which a return on investment should be sought
- The State has financial interest in returning economic activity to the Derecktor Shipyard AND attracting a tenant that does not harm either adjacent uses in Bridgeport or other CT shipyards

IV. Create Market-Based Grant-in-Aid Program (Required Investments: Up to \$8 million/year)

Build on existing infrastructure and grant programs to create a transparent framework for market based planning, capital investment and grants-in-aid that:

- Leverages private sector investment and private sector employment
- Reflects, anticipates and responds to changes in local, regional, national and international cargo, and non-cargo markets
- Implements a long-term transportation, economic and environmental vision for Connecticut
- Funds infrastructure and capital investments only when complementary private investments or business activities are committed





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- Funds the purchase of public benefits in support of specific cargo or business activity goals (e.g. number of trucks diverted from I-95 or number of tons of emissions reduced or acres of wetlands restored with dredge material)

V. Revise and improve governance structure

The State of Connecticut can revise and improve its deep water port governance structure in one of two ways:

Market-Based Approach

- In order to grow, the institutions governing Connecticut deep water ports require a major cultural change—away from building a piece of infrastructure and towards building a business
- Participation in the capital-intensive global supply chain requires both significant capital investments as well as the kind of state-level institutional support that creates a stable investment climate for both public and private investors
- Requires a coordinated effort across port authorities, land-use agencies, local, State and Federal governing agencies

Statewide Port Authority Approach

- The majority of East Coast states have state port authorities that enjoy state funding and support
- In Connecticut, the Capital Region Development Authority can be used as a potential model as it promotes a stable investment climate for public and private investors through its capacity to:
 - issue bonds
 - acquire and improve land
 - streamline the regulatory process

Study by Moffatt & Nichol. Link to entire study:

http://www.ct.gov/ecl/lib/ecl/ct_opm_bd_port_final_report.pdf

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CONNECTICUT MARITIME COALITION



The Connecticut Maritime Coalition is a non-profit trade association facilitating the competitiveness of Connecticut's maritime industries. Our member network is mostly composed of small and medium-sized businesses.

To join **the Connecticut Maritime Coalition** or to advertise your business in **Deep Water Port notes**, please contact:

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DEEP WATER PORT notes is published monthly electronically & printed quarterly by the Connecticut Maritime Coalition, Inc.
Designed by CG Creative, contact@cgcreative.us

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<http://www.ctdol.state.ct.us/veterans/vetreps.htm>

The Office of Military Affairs

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