One Massport
Three Lines of Business

Aviation
• Logan Airport
• Hanscom Field
• Worcester Airport

Maritime
• Conley Terminal
• Cruiseport Boston
• Seafood Landlord
• Boston Autoport

Real Estate
• South Boston
• East Boston
• Charlestown
Maritime Four Lines of Business

Conley Container Terminal

Cruiseport Boston

Seafood Processing

Boston Autoport
Port of Boston Overview

- Massport Property
- Other Public (USCG & BRA)
- Private Port Facilities

- Boston Autoport
- Massport Marine Terminal
- Boston Logan International Airport
- I-90
- I-93
- Conley Container Terminal
- To I-95
- To I-95
The Port of Boston is Vital to the Regional Economy

The Port of Boston: A Major Contributor to the Regional Economy

- $4.6B economic impact
- 50,000 total jobs
  - 7,000 direct jobs
- Federal tax revenues of $203M
- State & local tax revenues of $136M
- 1,600 businesses use the port

The Port Compared to Boston’s Largest Employers

<table>
<thead>
<tr>
<th>Entity</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mass. General</td>
<td>14,752</td>
</tr>
<tr>
<td>Brigham&amp;Women’s</td>
<td>11,229</td>
</tr>
<tr>
<td>Boston University</td>
<td>9,783</td>
</tr>
<tr>
<td>Children’s Hospital</td>
<td>7,903</td>
</tr>
<tr>
<td>State Street</td>
<td>7,800</td>
</tr>
<tr>
<td><strong>Port of Boston</strong></td>
<td><strong>7,091</strong></td>
</tr>
<tr>
<td>Beth Israel</td>
<td>6,695</td>
</tr>
<tr>
<td>Fidelity</td>
<td>5,500</td>
</tr>
<tr>
<td>Harvard Graduate</td>
<td>5,132</td>
</tr>
<tr>
<td>Schools</td>
<td></td>
</tr>
<tr>
<td>Northeastern</td>
<td>4,484</td>
</tr>
</tbody>
</table>

Conley Terminal is New England’s Only Full-service Container Terminal

- **Global access for the area’s businesses and industry as well as its 14 million consumers**
  - Shipping Lines: MSC, Maersk, CKYE Alliance
  - Weekly Service to/from Asia, North Europe, Mediterranean and Latin America
  - 1/3 of New England bound cargo moves through Conley
  - Efficient connectivity to interstate highway system

- **Center of international commerce**
  - Top Imports: Seafood, Furniture, Beverages & Spirits, Plastics
  - Top Exports: Paper, Logs & Lumber, Scrap Metal, Seafood
  - Import To Export Ratio = 1.4:1

- **A diverse collection of companies use Conley Terminal to import and export their products**
  - Top Customers: IFP (Kraft), America Chung Nam, Schnitzer Steel, Heineken, Christmas Tree Shops, BJs Wholesale Club, Ogo Fibers, Ocean Spray, Jordan’s Furniture
Conley Terminal Keeps MA Businesses Competitive

**Easthampton**
- Chemetal National Nonwovens

**Orange**
- Pete’s Tire Barns
- Seaman Paper MBW Inc.

**Shrewsbury**
- Metso Automation USA
- Industrial Polyester Chemicals

**Lawrence**
- New Balance
- East West Furniture
- 3M Company

**Haverhill**
- Boston Granite Exchange
- Cedars Mediterranean Foods
- Cabot Co.

**Lowell**
- Evoqua Water Technologies
- Vector Stone LLC

**Pittsfield**
- King City Forwarding USA
- Interprint Inc
- Primitive Artisan

**Hudson**
- AIS

**Billerica**
- EMD Millipore
- Orbotech Inc

**Roslindale**
- Weigel’s

**Westborough**
- BJ’s Wholesale Club
- Atosa Catering Equipment

**Foxborough**
- International Forest Products (Kraft)
- Northtimber Cabinetry

**Easton**
- MG Foods

**Framingham**
- Atlantic Importing
- Vineyard Road Inc
- Global Wines Inc.

**Mansfield**
- Rolf C. Hagen

**Norton**
- Horizon Beverage
- Bernie and Phyl’s
- Autopart Int’l

**Brockton**
- Concord Foods
- Micro Wire Products
- Athena Int’l Foods
- Astro Int’l Foods

**East Taunton**
- Jordan’s Furniture

**Worcester**
- Allegro Microsystems
- Absolute Machinery
- Columbia Electrical Contractors
- Napac Inc.
- Primetals Technologies
- Saint Gobain Abrasives
- Webstone Company
- A Schulman Custom Compounding

**Springfield**
- Astro Chemicals
- PSI 91

**Westfield**
- Westfield Wire & Cable

**Chelsea**
- Boston Hides and Furs
- Weiss Rohlig USA
- ICG World Wide
- American Bag
- Carmichael Int’l

**Quincy**
- Global Flooring
- Stran Company

**Braintree**
- United Liquors
- Symmons Industries
- Robelle Industries

**Avon**
- Ruby Wines

**Lowell**
- Prova Inc
- Inkcups Now

**Everett**
- Schnitzer Steel

**Chelsea**
- Boston Hides and Furs
- Weiss Rohlig USA
- ICG World Wide
- American Bag
- Carmichael Int’l

**Middleborough**
- Ocean Spray
- Christmas Tree Shops/Nantucket Distributing

**New Bedford**
- Eastern Fisheries
- Ahead Inc.
- Mariner Seafood LLC
- Saraiva Enterprises

Map courtesy of MA Secretary of State
Conley Terminal Set Another Volume Record in FY 16

Back-to-Back Record-Breaking Years
Strong Relationship with the ILA:

30% Increase in Productivity

![Graph showing 30% increase in productivity before and after a contract.](image-url)
Conley Terminal Recognized as the #1 Port in Terms of Productivity Gains

Three North American port terminals make most-improved list

<table>
<thead>
<tr>
<th>TERMINAL</th>
<th>PORT</th>
<th>COUNTRY</th>
<th>RELATIVE IMPROVEMENT</th>
<th>ACTUAL IMPROVEMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conley Container Terminal</td>
<td>Boston</td>
<td>U.S.</td>
<td>14%</td>
<td>10%</td>
</tr>
<tr>
<td>Deltaport</td>
<td>Port Metro Vancouver</td>
<td>Canada</td>
<td>6%</td>
<td>12%</td>
</tr>
<tr>
<td>Wando Welch Terminal</td>
<td>Charleston</td>
<td>U.S.</td>
<td>1%</td>
<td>9%</td>
</tr>
</tbody>
</table>
Lack of Congestion:
Shippers can get their cargo when they need it.
Balanced Trade:
Fewer empty containers to reposition
Shipping Lines are Driving the Change in Industry

Shipping lines build larger vessels to create economies of scale

Panama Canal expands to accommodate larger vessels and keep pace with Suez Canal

Ports invest millions in water and on land to stay competitive

Evolution of Container Vessel Size

Courtesy of AAPA

Courtesy of www.cranehotline.com
Boston Harbor Dredging Project

**Maintenance Dredging**
- Existing Elev: -32 MLLW
- Proposed Elev: -40 MLLW

**Improvement Dredging**
- Existing Elev: -40 MLLW
- Proposed Elev: -47 MLLW

**Funding Source**
- Federal: $220 million
- State: $75 million
- Massport: $55 million
- Total: $350 million
Conley Terminal Planned Revitalization & Modernization ($500M)

- **Designated Freight Corridor**
- **New Berth With 3 New Cranes ($107.5M from Economic Development Bill)**
- **Existing Terminal ($42M FASTLANE Grant)**

**Buffer Open Space**
FASTLANE Grant Project
Summary

• The Port of Boston – led by Conley Container Terminal – is a critical economic asset for the Commonwealth of MA, supporting good jobs, and connecting importers and exporters across the Commonwealth and New England to the global economy

• Conley Terminal’s volumes and productivity are increasing, making it an attractive place to do business for ocean carriers and shippers

• Massport is working with the Federal Government and State Government to modernize and maintain Conley Terminal so it’s ready to serve the larger vessels