

Terminal Services Agreements-TSA



Mission:

The Port of Dutch Harbor promotes the growth and health of the community of Unalaska through the planning, development, and management of marine related municipal properties and facilities to provide moorage and other marine services on a self-supporting basis.

Terminal Services Agreements-Goals

Provide an Overview to Council for:

- The framework for Port Operations
- The Customer Base
- The Infrastructure of Unalaska Marine Center
- The purpose of a Terminal Service Agreement
- The components of a Terminal Services Agreement and structuring and RFP

Terminal Services Agreements-Goals

Council to provide direction forward for:

- Future Public Access
- Structure of RFP for Agreements
- Term of agreements
- Long-range considerations

Terminal Services Agreements-Framework

- Unalaska Marine Center and the Federal Maritime Commission
- Port Registration
- Federal Shipping Act and the Port of Dutch Harbor
- Unalaska Code of Ordinances and Terminal Service Agreements

Terminal Services Agreement-Customers

570 individual Vessel Calls

Estimated 65000 containers moves

28,000,000 Gallons of Fuel

450,000 tons of cargo

8000 passengers

Terminal Services Agreements-Customers



Terminal Services Agreement-Customers

Tustumena



NOAA



Terminal Services Agreement- Customers

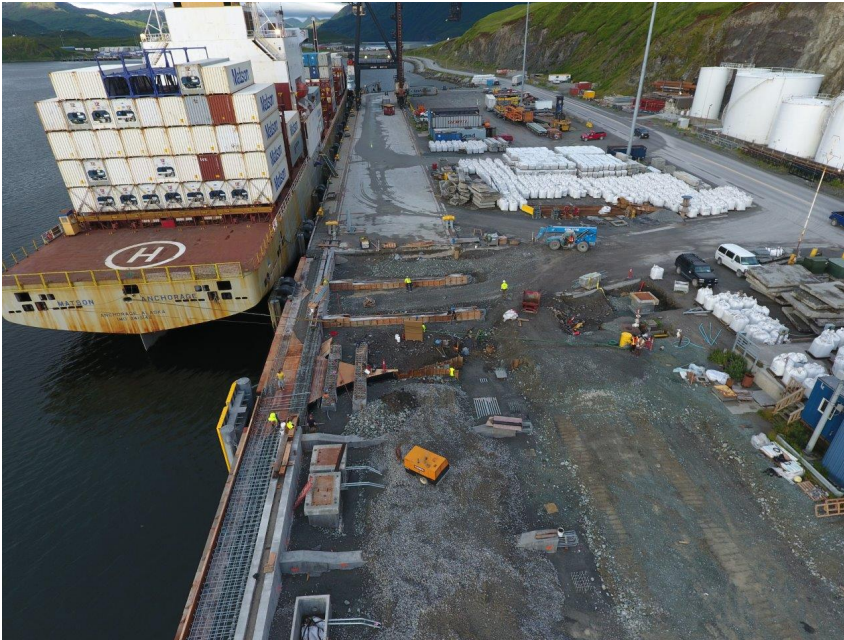
USCG



Fuel Tanker & Northern Hawk



D7 during Construction



Fishing Fleet



Terminal Services Agreements-Infrastructure

- 6 Acres uplands
- 2051 Linear feet of dock space
- 800 Feet of Crane Rail
- 3 New Fresh Water hook-ups
- 7 New Fuel Vaults
- 1 New Sewer hook-up
- 2000 Feet Port Security Fence
- 168 Hours weekly for scheduling windows

Terminal Services Agreement-Infrastructure

- Fuel lines



- Crane Rails



Terminal Services Agreement-Infrastructure

- Pile supports and rebar for Crane rails



- Electrical conduit for pedestals



Terminal Services Agreement-Infrastructure

What is at the heart \$40,000,000 project?

- Crane rails and room for additional crane service
- Electric cable trough for crane rail
- Electrical conduit for future pedestals
- Surfaced, clean, durable uplands with load capacity
- Access to a deep draft docking facility

Terminal Services Agreements-TSA

- What is a Terminal Service Agreement?
- When are Terminal Service Agreements beneficial?
- How does this work with our Port practices?
- Who benefits?
- What is the process for negotiating agreements?

Terminal Services Agreements-TSA

- **Benefits to the User**
 - Consistent operational window
 - Predictable rates
 - Continuity for capital investment
- **Benefits to the Port**
 - Management of facility
 - Manage debt service
 - Predictable Revenues
 - Framework for management of growth

Terminal Services Agreements-TSA

- 6 Responders interested in agreements
 - 6 Committed berthing windows
 - 1 Seasonal berth
 - 2.75 Acres total requested for yard space
 - 3 Requested to pay below Tariff
 - 2 Indicated they would pay Tariff
 - 1 Non-Response in regards to rates
- Vessel LOAs vary from 150' - 965'

Terminal Services Agreement- Components

Determining the goals of the dock

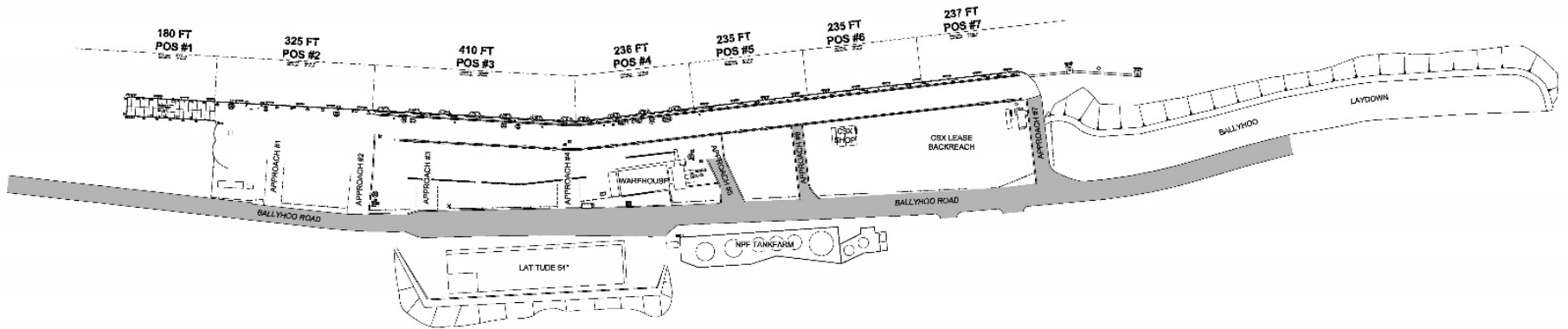
- Honoring the existing agreements
- Maintaining Public Access
- Utilizing function of existing infrastructure
- Developing future infrastructure
- Revenue

Terminal Services Agreement- Components

Structuring the scoring criteria for the RFP

- Land
- Time at the dock
- Volume
- Commodity
- Vessel Calls
- Relationship with the Port
- Proposed Term of Agreement
- Proposed use of new infrastructure
- Ability to meet City's criteria for FSP, Public Access, and existing agreements

Terminal Services Agreement- Components



Terminal Services Agreement-Options

RFP possibilities

- Request for land leases only
- Request for Land leases and berthing agreements
- Request for a bid for an outside entity to manage the dock
- No requirement to request proposals



Terminal Services Agreements

Discussion and Questions