

Terminal Services Agreements





Terminal Services Agreements

- 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

- 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 Agreements

- 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 Agreements

- 6 Acres uplands
- 1600 Linear feet of dock space
- 800 Feet of Crane Rail
- 2000 Feet Port Security Fencing
- 168 Hours weekly for scheduling windows



Terminal Services Agreements

- *Berthing* (% of time by billable periods)
 - Samson 33.3%
 - Maersk 24.8 %
 - Matson 21.3%
 - NPF 10.5 %
 - Trident 7%
 - NYK Lines 1.8 %
 - Delta Western 1.3%



Terminal Services Agreements

- *Revenue*
 - Maersk 43.3%
 - Matson 35.6%
 - NPF 8%
 - Samson 4.1%
 - NYK Lines 3.4%
 - Trident 3.2%
 - Delta Western 2.4%



Terminal Services Agreements

- Benefits to the user
 - Consistent operational window
 - Predictable rates
 - Continuity for capital investment



Terminal Services Agreements

- Benefits to Unalaska
 - Management of facility
 - Manage debt service
 - Predictable Revenues
 - Framework for management of growth



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Schedule for Terminal Services Agreements

- Rate Structure Analysis, if required
- RFP- Jan/Feb 2019
- Negotiation Agreements March/April 2019
- Council Review and Approval



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Questions??