

**AAPA Annual Convention
Public Private
Partnerships
New Orleans,
September 12th, 2006**



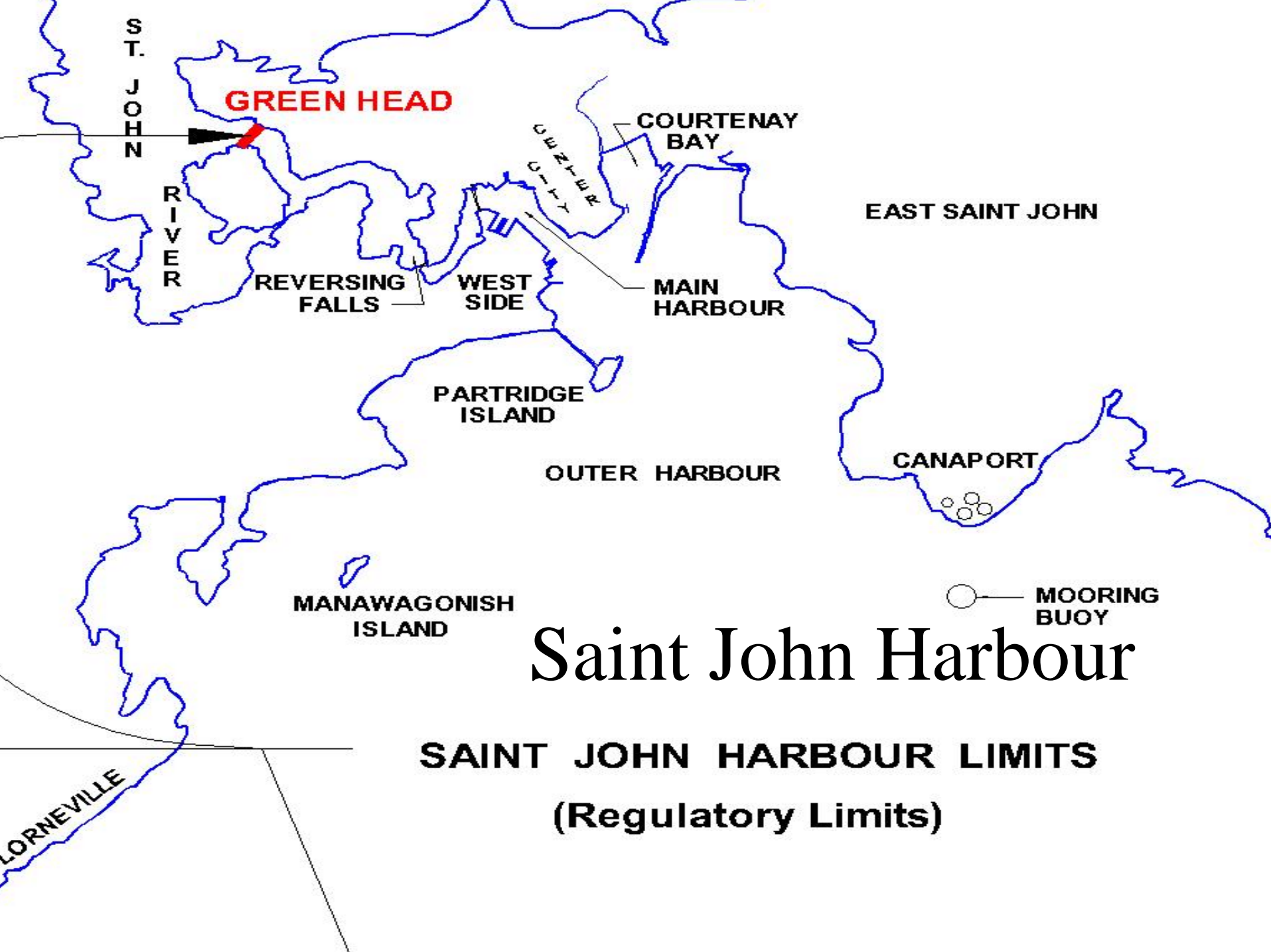
Port of Saint John

- Managed by Saint John Port Authority
- Bulk & break bulk port
- Container capacity
- Major cruise port of call in CNE
- Financial parameters





Current Business Environment



Saint John Harbour

SAINT JOHN HARBOUR LIMITS
(Regulatory Limits)

Port Authority Facilities

Long Wharf

LONG WHARF TERMINAL

Pugsley Cruise Terminal

Navy Island Forest Products Terminal

PUGSLEY TERMINAL

FORTERM
FLOATING RAMP

Lower Cove Terminal

LOWER COVE TERMINAL

Barrack Point Potash Terminal

BARRACK POINT POTASH TERMINAL

Rodney Container Terminal

BRUNSWICK TERMINALS INC.

BTI MAIN OFFICE
MAIN ENTRANCE

Lower West Side

AUTO TERM INC.



Main Harbour



SAINT JOHN WATERFRONT DEVELOPMENT FUNDING AGREEMENT

MONDAY, JANUARY 15TH, 2001
SAINT JOHN, NEW BRUNSWICK

WE, THE UNDERSIGNED REPRESENTATIVES OF THE FOLLOWING ORGANIZATIONS,
ARE PROUD TO ENTER IN TO A THREE YEAR FUNDING AGREEMENT, AND TO
LAUNCH THE SAINT JOHN WATERFRONT DEVELOPMENT PARTNERSHIP.


CITY OF SAINT JOHN


SAINT JOHN DEVELOPMENT
CORPORATION


SAINT JOHN BOARD OF TRADE


SAINT JOHN PORT AUTHORITY


UPTOWN SAINT JOHN


ENTERPRISE SAINT JOHN

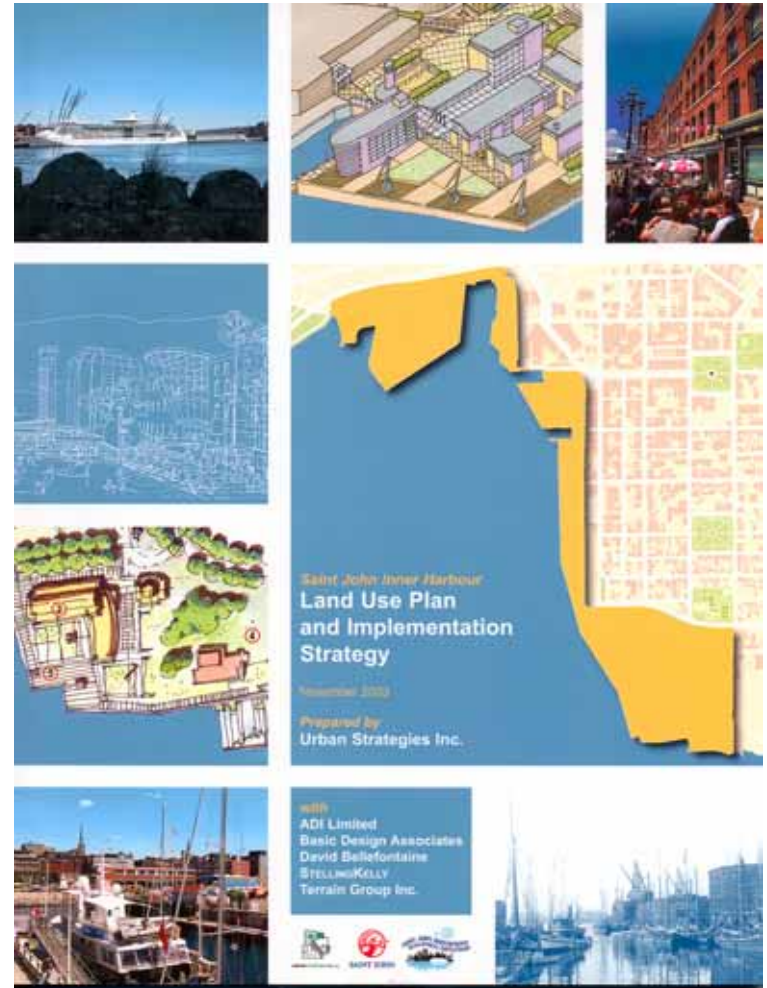
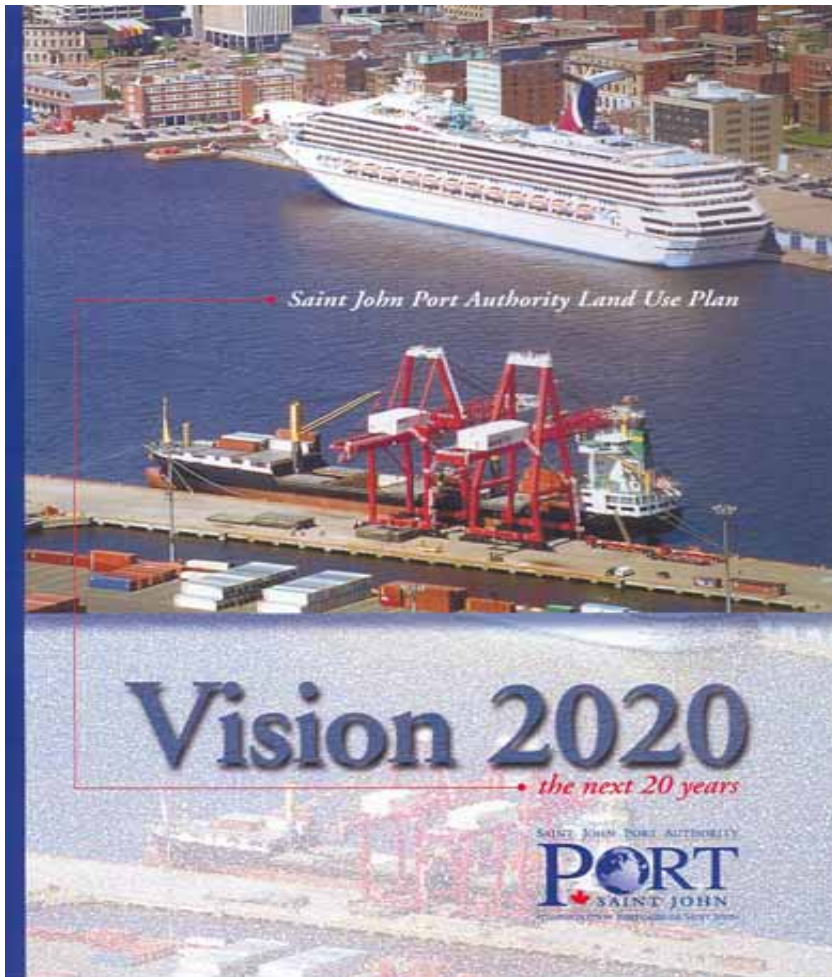


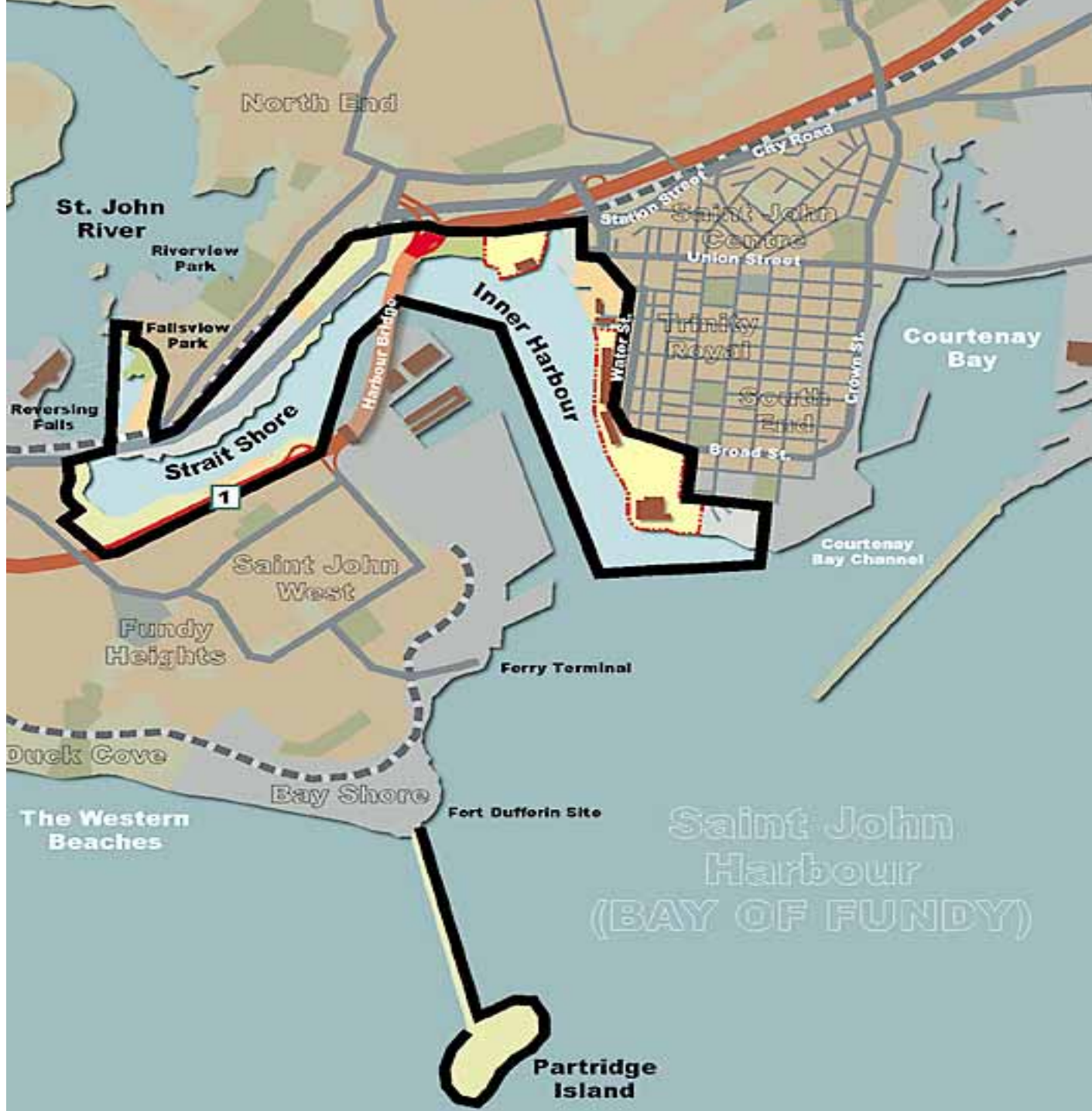
City of Saint John
Saint John Development Corporation



M A K I N G I T H A P P E N !

Waterfront Development (A tale of two plans)







Artist's long-term vision of the Inner Harbour,
from Long Wharf to Round Reef Marine Park
The Inner Harbour in the Year 2025

Saint John
Inner Harbour Land Use Plan and
Implementation Strategy

November 2003

Urban Strategies Inc. David Belliveau
ADP Limited Wally Phillips
Buck Design Associates Toronto Group Inc.





Sugar Refinery

Lower Cove

Pugsley Terminal

Coast Guard Base

Long Wharf

Striking the balance – Lessons learned and future approach

- What can go wrong?
- What can go right?
- How to strike the balance



Main Harbour





Progress in the past five years



Harbour Passage



Saint John Coast Guard Site Redevelopment





Water Street Project



SAINT JOHN PORT AUTHORITY



ADMINISTRATION PORTUAIRE DE SAINT JOHN





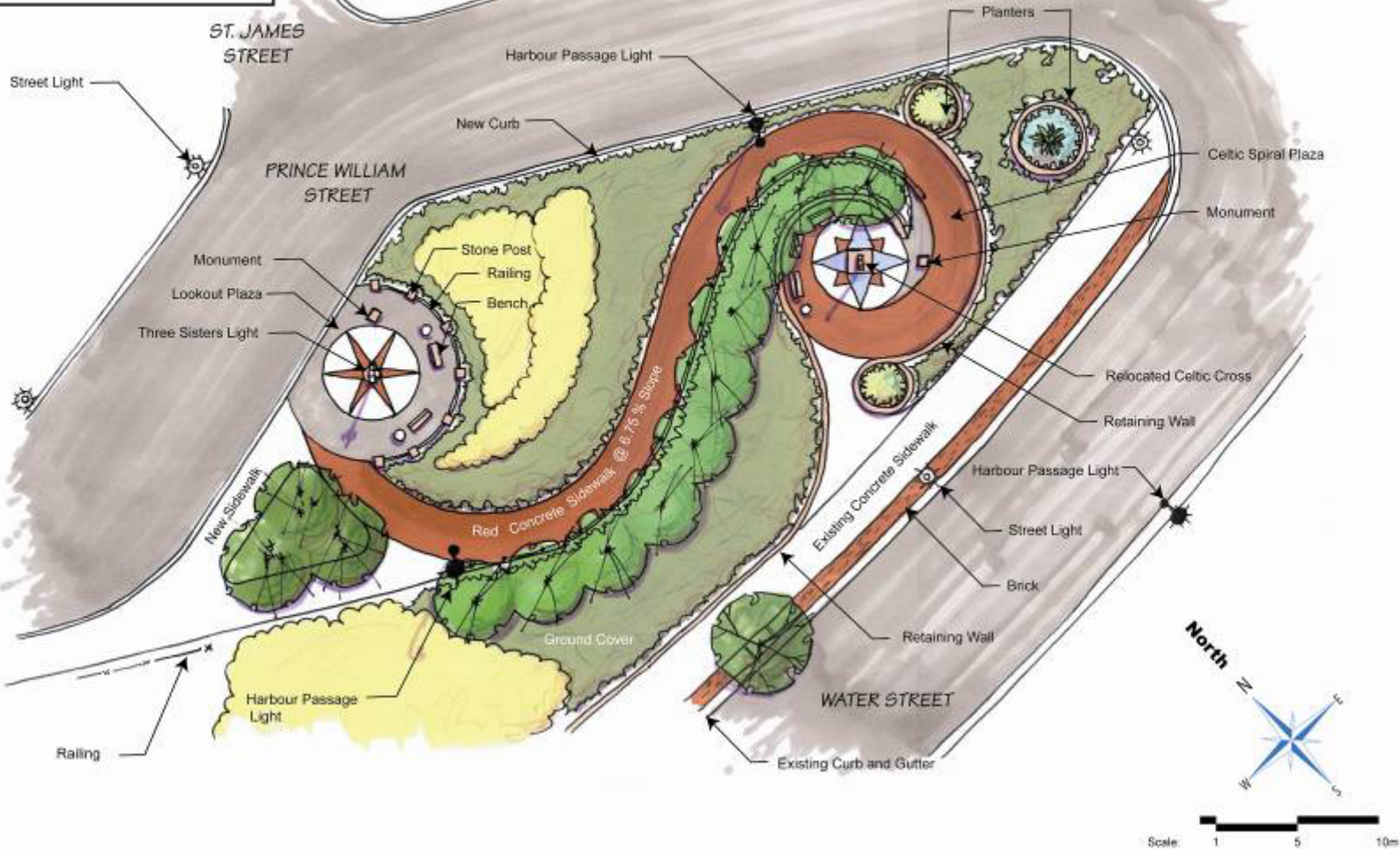




Three Sisters Park

Saint John
February 2006
Project # 0553

CONCEPT PLAN





JOIN US FOR THE NEXT WATERFRONT DEVELOPMENT PROJECT



JOIGNEZ-VOUS À NOUS POUR LE PROCHAIN PROJET D'AMÉNAGEMENT DU SECTEUR RIVERAIN



Come Join Us Thursday, September 7, 2006
for a Special Presentation to Common Council
on the Waterfront

Venez vous joindre à nous le jeudi 7 septembre
prochain pour une présentation captivante au Conseil communal
au bord de l'eau.

The Growth continues! Join us for an exciting presentation at a special public meeting of Saint John Common Council that will unveil design concepts for the next waterfront development project.

Date: Thursday, September 7 at 6:15 p.m.

Location: Cruise Reception Tent, Pugsley Wharf, Water Street

Presentations will be made by the Saint John Waterfront Development Partnership and the Saint John Port Authority.

A light reception will follow the special public Council meeting, offering the community an opportunity to view the design concepts and talk with Saint John Waterfront Development Partnership and Saint John Port Authority representatives.

Bill MacMackin
President
Saint John Waterfront
Development Partnership

Alwyn G. Soppitt
President & Chief Executive Officer
Saint John Port Authority



**SAINT JOHN WATERFRONT
DEVELOPMENT PARTNERSHIP**



Notre croissance se poursuit! Joignez-vous à nous pour assister à une présentation captivante à l'occasion d'une réunion publique extraordinaire du Conseil communal de Saint John au cours de laquelle on dévoilera les études conceptuelles du prochain projet d'aménagement du secteur riverain.

Date : Le jeudi 7 septembre, à 18 h 15.

Lieu : tente d'accueil des croisières du quai Pugsley, rue Water.

Des exposés seront présentés par le Partenariat d'aménagement du littoral de Saint John et l'Administration portuaire de Saint John.

Une réception légère suivra la réunion publique extraordinaire du Conseil. La réception permettra à la communauté d'examiner les études conceptuelles et de s'entretenir avec des représentants du Partenariat d'aménagement du littoral de Saint John et de l'Administration portuaire de Saint John.

Bill MacMackin,
président,
Partenariat d'aménagement
du littoral de Saint John

Alwyn G. Soppitt,
président-directeur général,
Administration portuaire
de Saint John

Cruise traffic at Port of Saint John cultivates waterfront developments

Christopher Williams, Port of Saint John, NB, Canada

Where the St. John River meets the Bay of Fundy on Canada's east coast, Saint John continues to have one of the busiest seaports in the country. Yet even with cargo volumes of more than 26 million tonnes per year and several centuries of marine trade and commerce, the Saint John waterfront now has more public access and green space than ever.

Boomers and their kids are moving back to the uptown core and there is true growth in the city. The Saint John Port Authority has helped to foster this evolution and in some cases led community activity through public and private partnerships and new technologies. The port currently has a \$10-million cruise terminal planned for the waterfront and expects its busiest season next year with 147,000 passengers and 58 cruise ship visits.

"Waterfront development on traditional commercial port property often comes with a struggle," says Captain Al Soppitt, Saint John Port Authority President and CEO, "but in Saint John, development has been of a reasonably co-operative nature." The Northern Ireland native has been at the helm of the port for a decade and has worked closely with agencies and community leaders to help Saint John stay on course as a premier waterfront in Canada.

The Saint John Waterfront Development Partnership

Creating this vision has been made possible by the Saint John Waterfront Development Partnership which has a mandate to transform the east side of the Inner Saint John harbour, under the direction of the Saint John Development Corporation. The Partnership is committed to revitalizing the downtown of historic Saint John. In addition to the Port Authority, the Saint John Waterfront Development Partnership is comprised of the City of Saint John; Saint John Development Corporation; Enterprise

Saint John Inc.; Uptown Saint John Inc. and the Saint John Board of Trade. Through the partnership, Captain Soppitt says "the Port Authority seeks to balance its mandate of facilitating maritime trade and responding to the needs of the community".

In the new millennium, community impetus for waterfront development coincided with a growth in the port's burgeoning cruise industry. But the Port was already ahead of the wave, having made a strategic choice in 1999 to concentrate cruise traffic on the east side of the harbour. "It made sense for our cruise guests to be close to the historic core of the city where city attractions are located," explains Soppitt. "The development of cruise business on the eastside of the harbour also supports the community's wish to further develop the waterfront in this area."

Preparing the site

By the spring of 2003, the Port Authority had prepared a cruise terminal site by demolishing an 11,000 square-metre shed on the east side of inner harbour. New bollards were installed for the largest cruise ships including the Queen Mary 2. Close to \$6-million was invested during phase one. It covered ground work, resurfacing and \$2.1 million on a state-of-the-art FMT gangway system that could rise and fall with the Fundy tides – safely and comfortably.

"New pilings were added to the site to reinforce the strength of the dock in preparation for our new gangway system and elevated walkway" recalls Stephen McCowat, Technical Services Manager for the Port Authority. The cost of the entire project has been estimated at \$10 to \$12 million. Phase two will be the terminal building, the construction of which should commence within the next eighteen months.

The Port Authority's demolition of the old Pugsley A/B shed set the tone for a complete make over of the city's closest waterfront



Design concept for Pugsley Cruise Terminal on Water Street