



# 2012 Port of Green Bay Symposium

April 2, 2012

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Administrator

Saint Lawrence Seaway Development Corporation

The Great Lakes-St. Lawrence Seaway System:  
Economic Engine for the Great Lakes Region



# Great Lakes St. Lawrence Seaway System





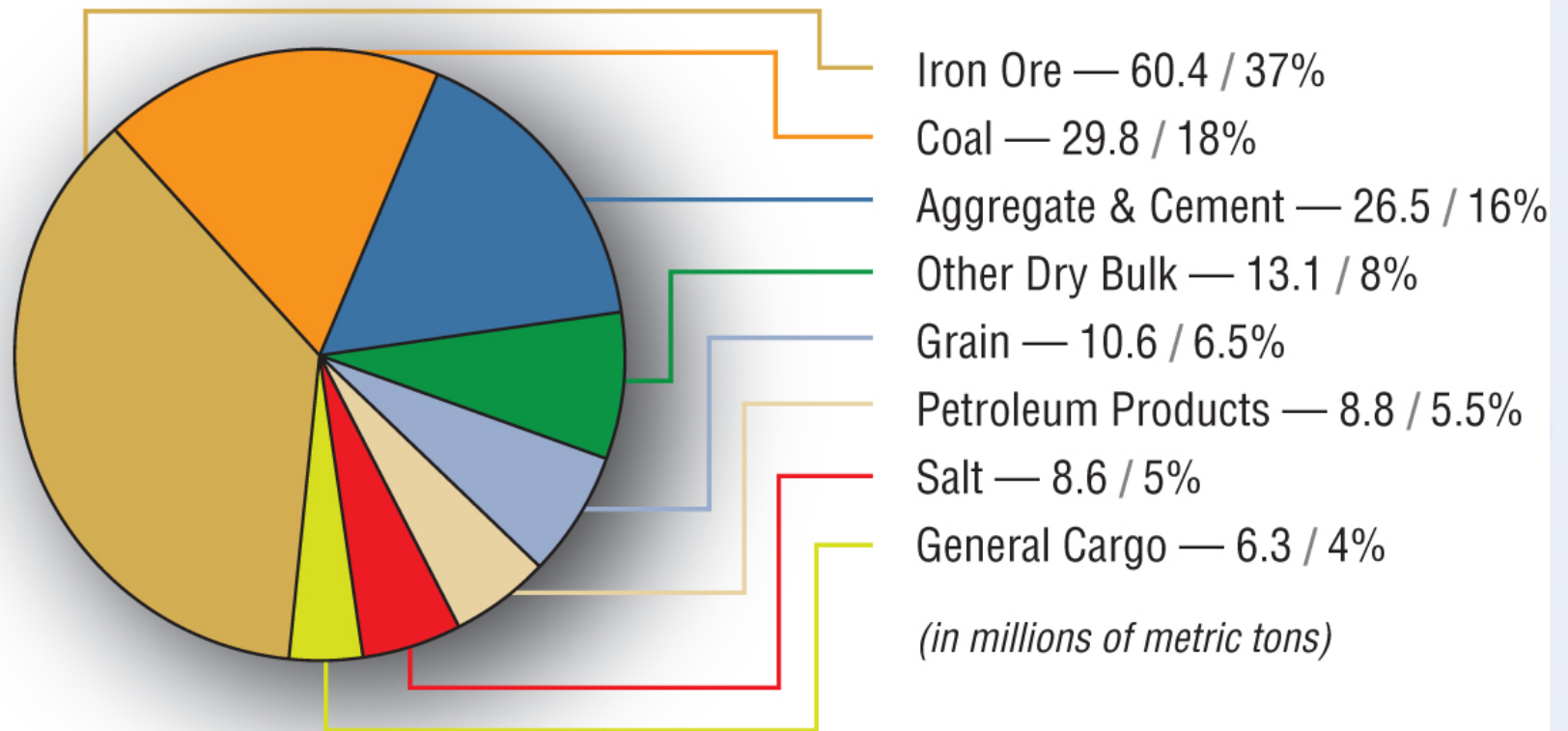
# Why is the Great Lakes-Seaway System Important?

## ■ Critical Trade Route

- Over 2.5 billion tons of cargo valued in excess of \$375 billion
- More than 320 million tons of cargo handled each year by US and Canadian ports
- Over 50 national flag carriers
- Annual shipper/consumer savings = \$3.6 billion



# Seaway Cargoes



**Over 164 Million Metric Tons Transported Each Year**



# Economic Impact Study

- Released - October, 2011
- First of its kind – 8 Great Lakes States, 2 Provinces
- Martin Associates – world’s leading authority
- 1,000 interviews
- Peer reviewed by economists – 2 U.S., 1 Canadian
  - Dr. Robert D. Beam – UW – Superior
- Focus on Great Lakes – Seaway System
- Data separated by:
  - Country
  - Province & State
  - Port
  - Flag
  - Commerce transiting NY waters





# Economic Impact Study

- Job Impacts
  - Jobs dependent on the System
  - Examples: dockworkers, pilots, agents, marine repair
  
- Annual Impacts
  - Business Revenue
    - Directly dependent on cargo handled at ports in system
    - Dependent shippers/consignees
  - Personal Income/Local Consumption
    - Wages & salaries
    - Local purchases
  - Federal, State/Provincial, Local taxes
  
- Related User Impacts
  - Business that use the ports for imports & exports



# Economic Impact Study The Big Picture

- **227,000 jobs**

## Annual Impacts

- **\$33.5 billion - business revenue**
- **\$14.1 billion – wages**
- **\$4.6 billion - taxes**





# The Great Lakes-Seaway System and Wisconsin

- Economic Impacts - Wisconsin
  - Jobs – 8,800 Direct  
58,700 Related User  
67,500 Total
  - Annual Impacts – Direct and Related User
    - Personal Income - \$3.122 Billion - Total
    - Business Revenue - \$12.3 Billion - Total
    - Federal, State/Provincial, Local Taxes - \$918 Million - Total





# The Great Lakes-Seaway System and Wisconsin

## Ports of Green Bay and Milwaukee

- Jobs – 1,456 – Direct

- Annual Impact

Personal Income - \$ 56 Million

Business Revenue - \$234 Million

State & Local Taxes - \$16.3 Million

\$306.3 Million - Total



# The Great Lakes-Seaway System and Wisconsin

- Six major commercial ports in Wisconsin served by the GLS System
  - Superior/Duluth
  - Ashland
  - Menominee/Marinette
  - Green Bay
  - Manitowoc
  - Milwaukee



# The Great Lakes-Seaway System and Wisconsin

## Looming Dredging Threat

- Harbor Maintenance Trust Fund
  - Washington's Favorite Piggy Bank
- 2013 Shortfall
  - All 8 Great Lakes States - \$61.4 Million
  - Wisconsin - \$8.76 Million
- Why it is a threat
  - Shipping = High fixed costs/low margins
  - 1" draft = 100-300 M tons cargo
  - Light loading eats profits
  - No profits – no jobs



# Looming Dredging Crisis

- Wisconsin Ports with Zero Dredging Budgets
  - Ashland
  - Menominee/Marinette
  - Manitowoc
  - Milwaukee



# Environmental Stewardship

- Ballast Water Inspection Program
  - 100 % of tanks
  - No new waterborn invasives since 2006
  
- USCG Final Ballast Water Rule
  - IMO International Standard
  - Achievable time frames
  
- Defeat of NYDEC Ballast Water Regulations
  - Compare & contrast with WIDNR





# Seaway's Future is Bright...But

- Infrastructure Modernization
- Investments in New Ships
- Innovative Technology
- Cargo Diversification
- Defeat of NYDEC Ballast Water Regs.
- Final USCG Ballast Water Rule

**BUT...Dredging**

