

# New London, CPA & Gateway Form New Joint Partnership



Photo:  
Barry Watrous

On Wednesday, January 30, the CPA announced a new innovative partnership with the City of New London and Gateway New London LLC guaranteeing payments to the City for the next twenty years through an Impact Fee Agreement. The new agreement commits 10 percent of the Port Authority's share of the revenue from the State Pier to New London, as well as an annual impact fee of \$75,000 (set to rise with inflation) to help offset the cost of police, fire, and other municipal services. CPA also agreed to support any legislative proposals or administrative direction seeking to provide New London with a seat on the CPA's Board of Directors.

"The redevelopment of the State Pier is an investment in the future of New London, the surrounding region, and our state," Governor Lamont said. "That's why everyone needed to be at the table to work hand-in-hand with our private sector partners to bring good jobs to southeastern Connecticut. This partnership also helps revitalize downtown New London and positions the state to meet the increasing demands of a green energy economy."

In recent years, the state has committed more than \$30 million toward infrastructure investments to position State Pier as a regional hub for green jobs, including for use in the deployment of equipment and workers for offshore wind projects.

"The Port Authority was created to foster the types of innovative public-private partnerships that we are seeing today around the development of State Pier," said Scott Bates, Chairman of the Connecticut Port Authority. "We are grateful to our partners at Gateway for sharing our vision to bring the wind industry to the table, along with expanded conventional cargo operations. We are also grateful for their contribution to this impact agreement with the City of New London. The next step is for us to work with our partners to continue growing the maritime economy and creating jobs in New London and across our state."

# Did you know?

Ferry systems based in Bridgeport and New London move millions of passengers, vehicles and cargo each year – and have done so profitably for many years. There are also several day cruises that utilize these and smaller ports along the Connecticut waterfront. These ferries and day cruises bring visitors to Connecticut every day and remove cars from the congested I-95 corridor.

## CPA Selects New State Pier Terminal Operator

In case you missed the January special edition of the CPA newsletter; on Monday, January 7, the Connecticut Port Authority board unanimously voted to select Gateway New London LLC as the next terminal operator for State Pier. With the formation of this 20-year agreement, the CPA and Gateway are now in a strong position to move forward with the next chapter of State Pier. Plans are already underway to simultaneously develop State Pier into a larger center of commerce for the state, while also laying the groundwork for developing a hub for offshore wind development.

“We are excited to partner with the Connecticut Port Authority to operate and expand State Pier,” said Larry Smith, founder of Gateway Terminal. “Our partnership not only positions New London as a potential offshore wind hub for the northeastern United State but also supports the local harbor community.”

Under this new contract, the CPA is guaranteed \$1 million in revenue in 2019, increasing by \$250,000 every five years. This revenue has the potential to fund many of the CPA's programs and operations, allowing for an eventual reduction in reliance on state funds. In addition to a share of the revenue, \$30 million in capital improvements at State Pier are agreed to over the course of the 20-year contract.

“Gateway shares the CPA's vision for strengthening Connecticut's mainstream economy and creating new jobs through expanded operations at State Pier,” said Scott Bates, Chairman of the CPA. “We look forward to working with our new partners to increase the movement of conventional cargo through our ports, while simultaneously capturing the opportunities presented by emerging markets.”

## CPA at the Hartford Boat Show

The CPA was excited to help sponsor the 50th anniversary of the Hartford Boat Show. Thank you to everyone who came by the booth to talk about the future of Connecticut's waters.



Joe Salvatore, Program Manager of CPA with Kathleen Burns, Executive Director of CMTA.

## IN THE NEWS

**Conn. Port Authority picks New Haven Harbor terminal operator to run New London pier**

*January 7, New Haven Register*

**State picks operator for New London port**

*January 7, WTNH*

**Terminal Operator Deal to Boost Connecticut Ports**

*January 8, Port Technology*

**State Pier deal a step toward regional economic growth**

*January 9, The Day*

**New London ponders future benefits of State Pier**

*January 12, The Day*

**State, New London create partnership to boost State Pier and southeast Connecticut's maritime economy**

*January 30, Hartford Courant*