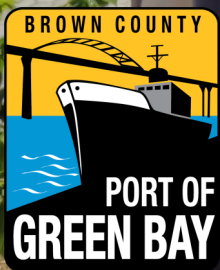


# PORT OF GREEN BAY

2020 Annual Report



# Message from the Director

The Harbor Commission's 2015 Strategic Plan identified strengths, weaknesses, opportunities and threats and assembled them into strategic themes. From there, the strategic plan identified a few primary goals and a number of objectives to reach the agreed upon goals over a five-year period. This annual report identifies work items and deliverables reflected in the strategic plan.

The Port of Green Bay consists of 14 Port businesses spanning over three miles of river. In spite of the decreased business activity caused by the global pandemic and the challenges to the shipping industry, shipping through the Port of Green Bay continued at a steady pace in 2020. While the 2020 shipping totals were down slightly from the previous two years, they still exceeded tonnage totals from 2016 and 2017, and were just 3 percent under the Port's 5-year average. **The recently concluded shipping season saw 1,922,608 tons of cargo move through the Port, a 15 percent decrease over the previous season.**

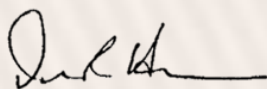
The Port has changed significantly since the 2006 and 2007 shipping seasons when the Port saw 2.55 million tons and 2.33 million tons moved, respectively. At that time, the economy was robust and the Port saw more than one million tons of coal moved as well as fuel oil, tallow, liquid asphalt and pig iron. In 2020, with the low cost of natural gas, manufacturers and others have moved away from coal. In 2019, coal shipments shrank to 407,000 tons, a decrease of 62%, declining further in 2020 to 189,000 tons, an additional decline of 54%.

The changes in 2020 that positively contributed to the tonnage total include the import and export of petroleum products (gasoline, diesel and ethanol) that was not occurring in 2007. This is largely due to the closure of the West Shore pipeline and U.S. Venture's original interest in exporting petroleum products to the east coast of North America. With the pipeline closure, U.S. Venture's investment in their Port facility was fortunate for the region allowing for increased movement of petroleum products. While U.S. Venture continues exporting Wisconsin-made ethanol to the east coast, they are now importing diesel and gasoline by ship to meet the regional demand. The low cost of moving goods by ship is keeping regional fuel costs lower than it would otherwise be if petroleum products were only moved by truck and train.

Carbon anodes, ash, project cargo and wood pulp are new, increasing or returning commodities for the Port. The economy slowed somewhat from 2019 to 2020 though it is still almost as good as it was in 2006-2007. During both time periods, wood products (lumber, wood pulp, wetlap and others) were moved by water into the region. In between these periods no wood products were shipped through the Port.

When comparing 2020 against 2019, shipment of petroleum products and cement continued to be strong in 2020. Domestic petroleum product imports increased 44% over 2019 to 190,508 tons, while foreign imports of petroleum products were down 67% to 30,827 tons. Exports of petroleum products also increased significantly last year to 45,024 tons (62%). As for limestone, total domestic imports decreased to 466,690 tons (down 21%) but were balanced somewhat by an increase in foreign imports of limestone that reached 104,494 tons (up 14%). Foreign salt imports declined 10%, but domestic salt increased to balance out the amount of salt received. A total of 164 vessels moved through the Port of Green Bay this shipping season compared to 161 vessels in 2019 for a 2% increase.

**With the continued strong tonnage numbers from the just-concluded shipping season, we are looking forward to the 2021 shipping season with optimism that the economy will remain strong. We expect to see cruise ships visiting in the summer of 2021.**



**Dean Haen**  
Port Director



## Overview

The Port of Green Bay is the western-most port of Lake Michigan offering the shortest, most direct route for shipments between the Midwest and the rest of the world. The Port provides modern, state-of-the-art facilities, which have the ability to facilitate economical cargo handling and safe navigation. Nationally known trucking lines provide overnight delivery within a 400-mile radius. Major railroads and highway infrastructure also connect the Port with America's heartland. Waterborne transportation provides an efficient and environmentally-friendly mode of transportation.

The Port of Green Bay is a fundamental part of our local economy, our history, and our lives. It plays an important role in the transportation of goods and commodities that are critical to the economic health of the region. The Port of Green Bay receives and/or sends commodities as far south as Sheboygan, Wisconsin, west to Wausau, Wisconsin, and north into the Upper Peninsula of Michigan.

Commodities include coal, limestone, cement, salt, pig iron, fuel oil, forest products, petroleum products, liquid asphalt and many other essential commodities annually valued at over \$300 million. Eight (8) terminal operators located on the Fox River are capable of handling dry bulk commodities such as coal, cement, limestone, salt, gypsum, ash, and others. Four (4) terminal operators are capable of handling bulk liquids including tallow, petroleum products, chemicals, and liquid asphalt. Three (3) general cargo docks are capable of handling machinery, aluminum products, bagged agricultural commodities, wood pulp and other forest products. Based on the most recent economic impact study of 2017 Port activities, **the Port of Green Bay supports over 1,289 jobs resulting in \$82 million in personal income, and a \$147 million annual economic impact on Brown County. The 14 Port businesses pay over \$32 million in local and state taxes.**

The Port of Green Bay plays a vital role in providing Northeast Wisconsin with a natural competitive advantage for businesses to locate and prosper while paying good wages for families to live and thrive in our communities. The results illustrate the profound role the Port plays in our region and its value to both current and future businesses. It includes the direct jobs of dockworkers and ship crew members to the indirect jobs that are generated, such as equipment supplier jobs and jobs at office supply firms. Those who are directly employed use their wages, in part, to purchase goods and services in our community. In addition, businesses' revenue is also used to hire people, purchase goods and services, and pay taxes, all adding up to make a significant contribution to our local economy.



**The Port of Green Bay's vision is to be an integral part of a healthy Northeast Wisconsin economy and provide a critical link to national and global markets for Wisconsin enterprises.**



# Mission

The 2015 Port of Green Bay Strategic Plan serves as a long-range guiding document that identifies strategic issues to address, and establishes goals and objectives to strive toward. This annual report is adopted to ensure the strategic plan goals and objectives are being accomplished. The mission statement for the Port of Green Bay:

*“The Port of Green Bay exists to enhance the prosperity of the people of Northeast Wisconsin by providing facilities and infrastructure able to effectively and efficiently move commodities and goods across the nation.”*

# Harbor Commission

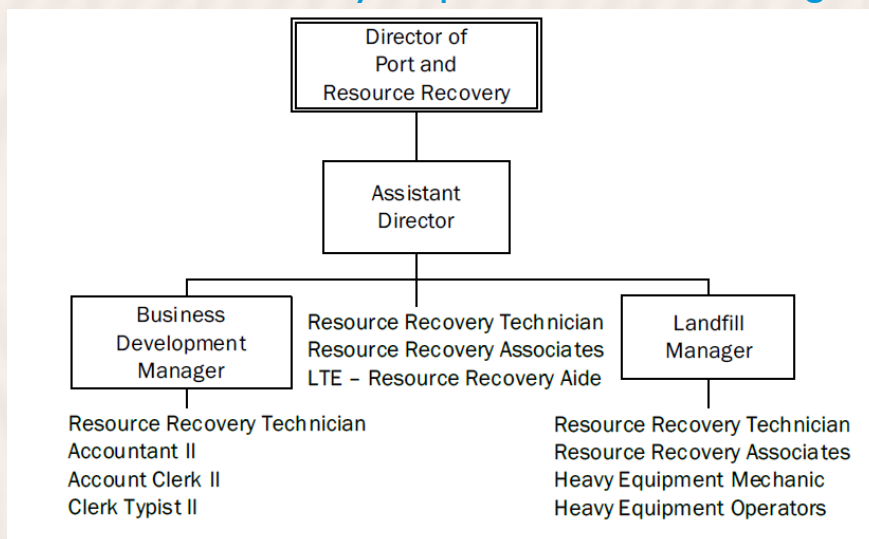
The Port of Green Bay is operated by the Brown County Port & Resource Recovery Department. The Port’s aim is to promote harbor improvements and waterborne transportation resulting in economic development and employment using the safe, efficient and cost-effective waterways as transportation corridors while taking into consideration the recreational opportunities the waterfront provides.

The nine members of the Harbor Commission are appointed by the Brown County Executive and serve as an oversight committee of the Brown County Board. The Harbor Commission’s role is to develop public policy for the Port. The Harbor Commission sets policy for staff to implement that directs the commercial aspects of the harbor’s day-to-day operations.

## Harbor Commission Members

- |                         |               |
|-------------------------|---------------|
| Tom Klimek, President   | Wes Kornowske |
| Bryan Hyska, Vice-Pres. | Barb LaMue    |
| Ron Antonneau           | Mike Vizer    |
| Pete Diemer             | Hank Wallace  |
| Tim Feldhausen          |               |


## Port & Resource Recovery Department Table of Organization




## Port's Economic Impact

The Port of Green Bay is a critical link in Wisconsin's transportation system and serves as a multi-modal distribution center connecting waterborne vessels with an extensive network of highways and railroads. The Port of Green Bay provides Northeast Wisconsin manufacturers a cost-effective way to receive raw materials from suppliers and to ship high-value finished goods to customers.

**According to a 2017 economic impact study, the Port was responsible for:**

 **\$147 million economic impact**

 **\$9 million in state taxes**

 **1,289 local jobs**

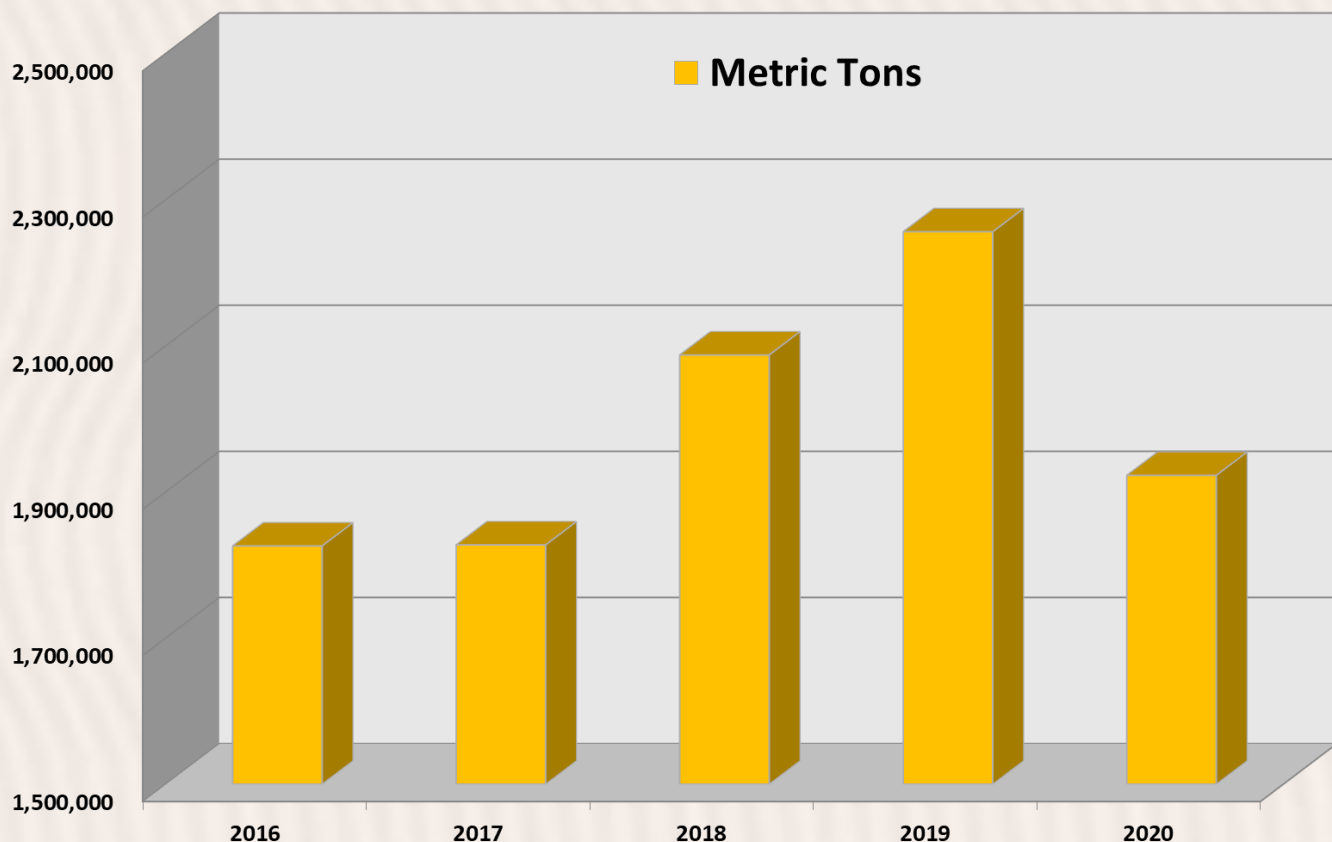
 **\$23 million in Federal taxes**

 **\$83 million in income**

 **\$105 million in business revenue**

The marine shipping industry continues to be the most cost-effective method of transportation for commodities, generating employment opportunities for the region and bringing money into our communities. The Port of Green Bay is a vital component of our area economy and serves as a leading indicator of economic activity. Our strategic plan outlines new ideas and ways we can expand our reach beyond our existing markets to increase business in Northeast Wisconsin.

## Port Tonnage



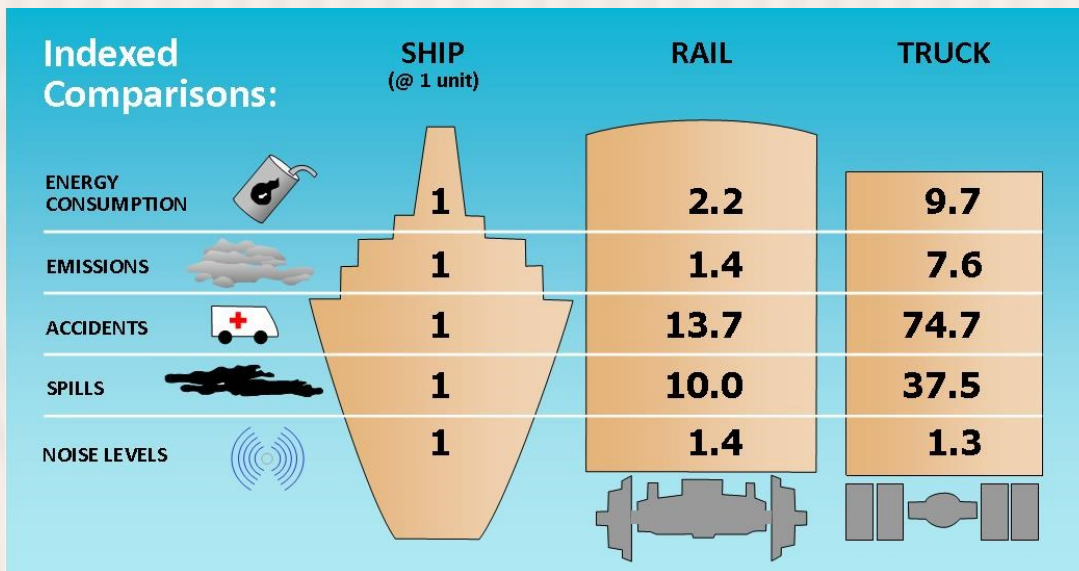
## Port and the Environment

Waterborne transportation is the most cost-effective mode of transportation when compared to truck or rail. On a per ton-mile basis, ships quietly move cargo farther and more efficiently than trucks or trains. Most importantly, ships move cargo more safely than trucks and trains.

Consider that a single ship destined for the Port of Green Bay carrying 25,000 tons of coal from Sandusky, Ohio on Lake Erie will burn over 9,300 gallons of fuel. However, if that same amount of coal was delivered to Green Bay by rail, it would take almost 225 rail cars burning 20,460 gallons of fuel. If that same amount of coal was delivered to Green Bay by truck, an additional 870 trucks burning over 90,210 gallons of fuel would be using our already congested highways. Not only does waterborne shipping save fuel, but it also results in less pollution from fuel emissions. Using the coal example, moving the same amount of cargo by rail would result in 1.4 tons of emissions or 7.6 tons of emissions by truck. Transporting this cargo by ship would result in only one (1) ton of emissions. With more than 150 ships entering the Port of Green Bay annually, it is quite easy to see that moving cargo by ship continues to be the “green” choice.

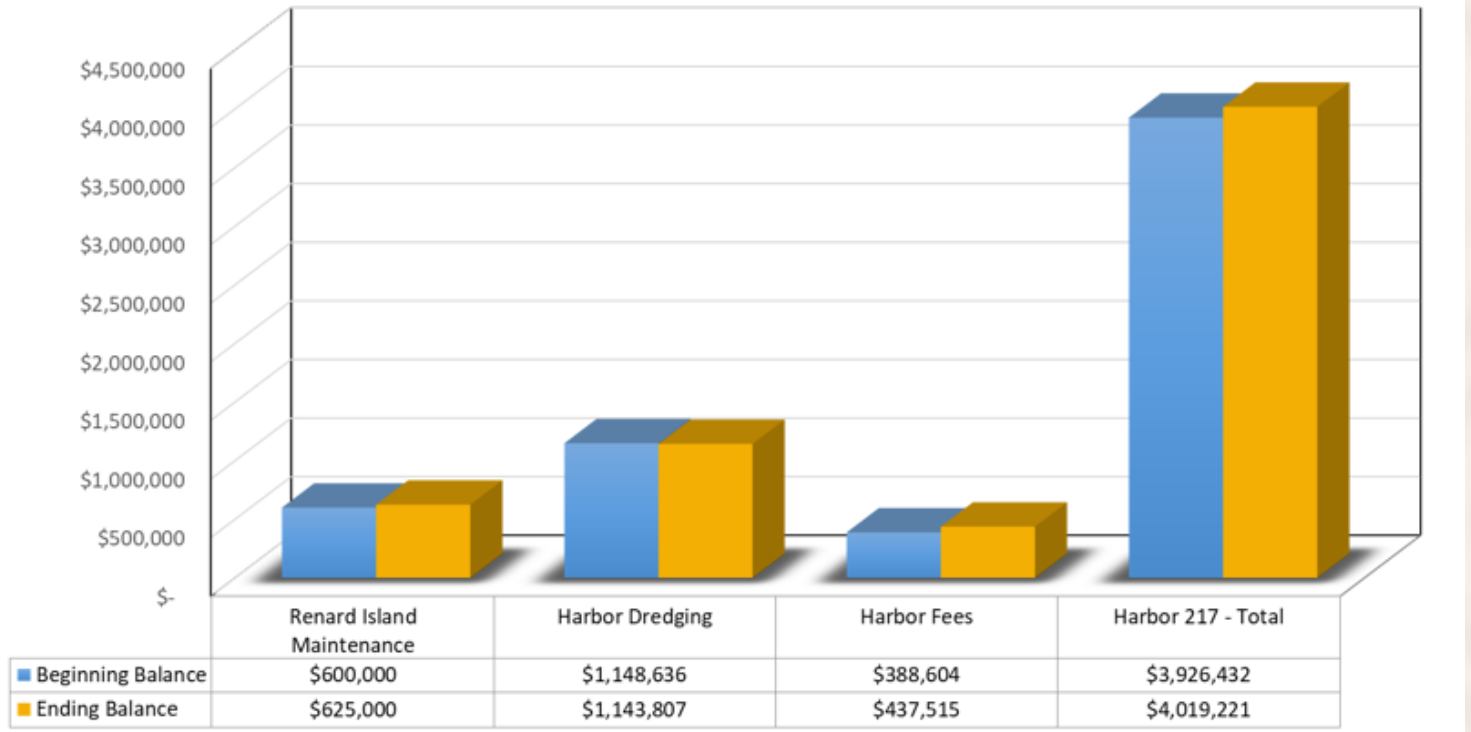
Waterborne transportation generates the least amount of air, ground and water pollution. Waterborne transportation offers lower fuel consumption, fewer accidents, less noise and reduces congestion on our highways. For these reasons, the Port of Green Bay has a bright future not only economically, but also environmentally, benefiting everyone.

Transportation Type	Amount of Coal	Fuel Used	Fuel Emissions
Ship	25,000 tons	9,300 gallons	1 ton
Rail	25,000 tons	20,460 gallons	1.4 tons
Truck	25,000 tons	90,210 gallons	7.6 tons



# Financials

2020 Port Fund Balances



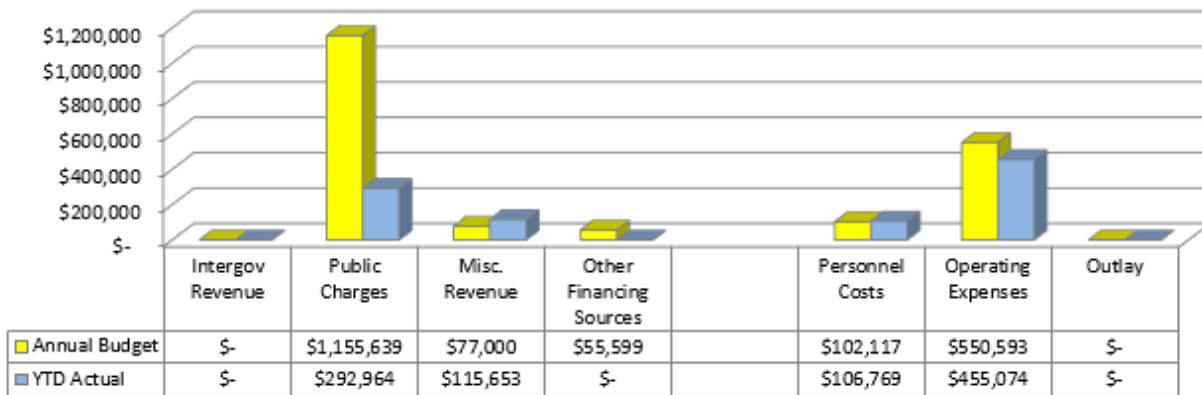
*\*Financials are unaudited and will be finalized by Administration in March.*



**Brown County Port & Resource Recovery Department  
Port Area Budget Status Report  
December 31, 2020**

		Annual Budget	YTD Actual	YTD %	YTD Total	Comments
R e v e n u e	Intergov Revenue	\$ -	\$ -	-		Public Charges is expected revenue generated by dredge material placed at Bay Port throughout the year. Variation due to an unbudgeted private dredging project that happened and the placement of dredged material from the federal dredging project at Cat Island instead of Bay Port. Misc. Revenue is interest earned and includes the market valuation on a specific day. Variation is the change in market value not actual cash value. Other Financing Sources is the transfer in from Harbor 217 (Corps Public Charges) to Port General that will occur as an actual amount upon closure of the fiscal year by Finance. Operating Expenses were under budget for the year.
	Public Charges	\$ 1,155,639	\$ 292,964	25%		
	Misc. Revenue	\$ 77,000	\$ 115,653	150%		
	Other Financing Source	\$ 55,599	\$ -	0%		
<b>Total</b>					<b>\$ 408,617.77</b>	
E x p e n s e s	Personnel Costs	\$ 102,117	\$ 106,769	105%		
	Operating Expenses	\$ 550,593	\$ 455,074	83%		
	Outlay	\$ -	\$ -	-		
<b>Total</b>					<b>\$ 561,842.98</b>	

**Port - December 31, 2020**



*\*Financials are unaudited and will be finalized by Administration in March.*





# 2020 Goals

## Completed

- ◆ Adopted a *2020 Strategic Plan* for the Port of Green Bay
- ◆ Advanced the Beneficial Reuse of Dredged Material
  - Established a Working Group of State and Federal Agencies
  - Conducted Market Analysis
  - Determined Legislative and Administrative Changes
- ◆ Worked toward making the Port of Green Bay a regular destination for **Cruise Ships**. Partnered with the Greater Green Bay Convention & Visitors Bureau and City of Green Bay to promote and coordinate cruise ship visits for 2020.

## In Progress

- ◆ Updated Bay Port Plan of Operation. Foth Companies assisted Brown County in submitting a new plan of operation for Bay Port to the WDNR. This project was COVID-19 delayed. The plan of operation has been submitted to WDNR and is awaiting approval or modifications.
- ◆ Pursued acquisition or involvement in the future WE Energies Pulliam Power Plant site to ensure the property is used for its highest and best use as an industrial Port-related property. Efforts to evaluate the acquisition of the property continued throughout 2020. Brown County partnered with the City of Green Bay and signed an MOU with WE Energies to negotiate a purchase agreement. Brown County agreed to be the property owner. Brown County Planning Department is working on a \$500,000 WEDC grant to assist Brown County in acquiring the property. Efforts were coordinated with the City of Green Bay. Demonstrating Port growth/expansion is the goal of the Port of Green Bay and essential to eligibility for state and federal grants. Brown County is researching and pursuing all state and federal development grants based on port growth.

## Incomplete

- ◆ Renegotiate 217 Agreement between the U.S. Army Corps of Engineers and Brown County – COVID 19 impacted the renegotiation of the agreement. U.S. Army Corps of Engineers transferred the responsibility for the Green Bay Harbor from the Detroit District to the Chicago District in 2020. Need to renegotiate 217 Agreement was communicated by Brown County to U.S. Army Corps of Engineers – Chicago District. No progress has been made to date.
- ◆ Advanced **Renard Island Strategic Master Plan** including promotion, leasing of acreage, grants and other activities related to implementation. The HoChunk Tribe of Indians expressed an interest in paving the causeway and parking lot to spur the development of the master plan. COVID-19 negatively impacted discussions with the tribe.



## 2021 Goals

The following list represents some of the Port's major goals for 2021:

- ◆ Advance Beneficial Reuse of Dredged Material. Draft legislative bill and pursue legislative co-authors and advocate for bill passage. Conduct a compost demonstration project using dredged material, municipal compost and manure. Demonstration will attempt to kill seed bank and produce a more marketable topsoil by-product.
- ◆ Support the advancement of the *Renard Island Strategic Master Plan* and obtain permanent access easement from the City of Green Bay.
- ◆ Acquire the WPS Pulliam Plant. Investigate the site. Quantify site development costs. Research and possibly pursue state and federal grants opportunities. Identify and pursue potential lessees of the WPS Pulliam Plant property or other property for Port growth opportunities. Understand state and federal permitting.
- ◆ Renegotiate 217 Agreement between the U.S. Army Corps of Engineers and Brown County
- ◆ Update Bay Port Plan of Operation.
- ◆ Work toward making the Port of Green Bay a regular destination for Cruise Ships. Partner with the Greater Green Bay Convention & Visitors Bureau and City of Green Bay to promote and coordinate cruise ship visits for 2021.
- ◆ Participate in the Intermodal Freight Study examining the need for a truck/train intermodal facility in Northeast Wisconsin, ideally located in close proximity to the Port of Green Bay for future marine intermodal activities

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