

Successful Grant Programs

Opportunities and Challenges



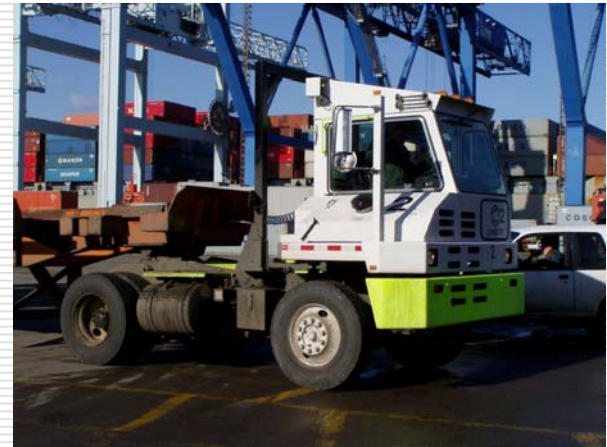
Presented by
Jenna Newcombe
Environmental Project Manager
Tim Keefe
Manager, Maritime Safety and Training

The Grant

- Learned about the grant through the Environmental Protection Agency 's web page
- Internal discussions about possible projects
 - Conley Container terminal had just been ISO 14001 Certified for EMS
 - Selected Conley as facility for application

Project Opportunities

- Conley has a lot of older yard equipment
 - Runs for long periods of time
- Wanted something different
 - Included partnership with trucking company
 - Massport would pay for retrofit equipment and installation labor
- Two part application



The Application

- A lot of forms to be completed
- Used a successful application from The City of Boston as a template
- Performed numerous calculations based on equipment to be retrofitted
 - Used the retrofit calculator from EPA
 - Estimated trucking portion based on one companies fleet

Application Specifics

- Requested \$82,800
- Total Project Cost \$111,112
 - Massport match \$28,312
 - Includes Employee Time
 - Ultra Low Sulfur Diesel at Conley
- Anticipate the following emissions reductions:
 - HC – 2882 lbs
 - CO – 5148 lbs
 - PM – 4290 lbs

Project Implementation

- Massport Portion
 - Type of equipment at Conley
 - Final selection based on several criteria
- Partnership Portion
 - Sent out an RFP to over 20 trucking companies
 - All companies use Conley regularly
 - All companies located in Boston

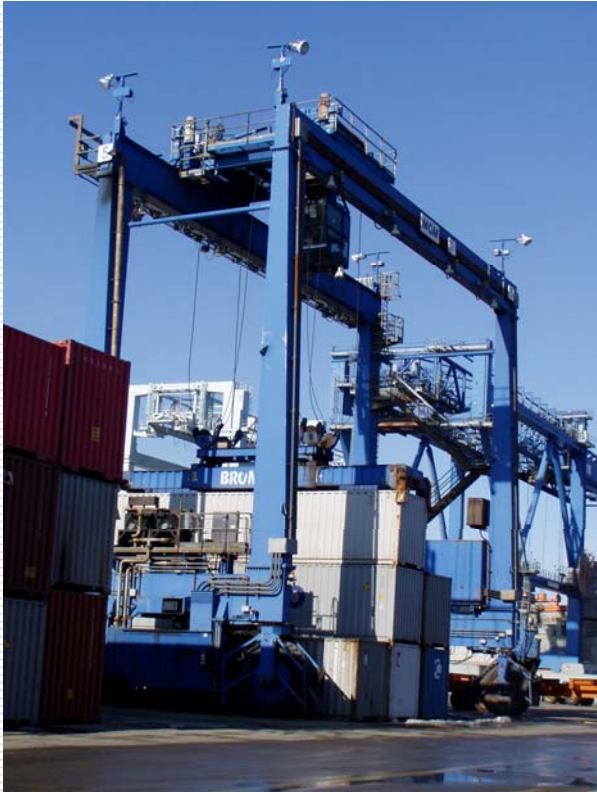
Project Implementation

Continued

- No responses to the RFP
 - Met with trucking community
 - There was no interest

NO VISIBLE BENEFIT TO COMPANY

Implementation of Project



Continued

- Retrofit additional Massport equipment
 - Rubber Tire Gantry Cranes
 - Still waiting for final decision
- Most changes are acceptable to EPA
 - Looking for emissions reductions

Challenges in Grant Process

- Lack of Information about Process
 - Paperwork for application
 - Details required for application
 - Understanding fine print
- Internal Issues
 - Interdepartmental communications
 - Goals of program
- Anticipated Outcome
 - Interest for partnerships before applying
 - Company achievements from grant