



**Massachusetts Port Authority**  
One Harborside Drive, Suite 200S  
East Boston, MA 02128-2909  
Telephone (617) 568-5000  
www.massport.com

August 3, 2022

Dear Port of Boston Customers,

On behalf of Massport, we express our deepest gratitude for your continued support and advocacy to utilize New England's only full-service container gateway. The Port of Boston has completed major infrastructure improvements in order to welcome 14,000 TEU vessels. We have reached a major milestone with the completion of the third and final phase of the Boston Harbor Dredging Project. With the completion of the multi-year deepening project, Boston Harbor is now dredged to -47 feet in the harbor and -50 feet at the berths.

Conley Terminal now offers direct connectivity to over 20 ports throughout China, Southeast Asia, India, Europe, and Latin America. The Port of Boston strives to offer diversified services and direct global connectivity to over 2,500 businesses annually, supporting \$8.2 billion in annual economic impact.

Massport provides an annual Container Incentive Program, encouraging all importers and exporters to ship their ocean freight via Conley Terminal. As a reminder, the program coincides with Massport's fiscal year, which ends June 30<sup>th</sup>. Details on how to take advantage of the incentive program are below. Due to its past success, and with the desire to be a flexible business partner for our customers and consumers, Massport has chosen to renew the annual Container Incentive Program for another year, between July 1, 2022 and June 30, 2023.

We have attached the following documentation, which is required to submit in order to be eligible for the FY2022 program:

1. Container Incentive Program Eligibility Form
2. Conley Container Terminal Incentive Certificate, which will need to be signed in order for Massport to process this incentive

**Container Incentive Programs:**

**(N) 067. INCREMENTAL CONTAINER VOLUME INCENTIVE PROGRAM:**

All importers and/or exporters who ship at least 250 loaded containers via Paul W. Conley Container Terminal from **July 1, 2021 through June 30, 2022** (the "Incentive Program Period") will be eligible for a \$25 per container incentive for incremental loaded containers shipped in excess of prior year's volume, which is from **July 1, 2020 through June 30, 2021** (the "Baseline Period").

- 1) To qualify all importers and/or exporters must meet the following criteria:
  - a) Move at least 250 total loaded containers through Conley Terminal during the Baseline Period.
  - b) exceed its Baseline Period loaded volume at Conley Terminal by at least one container; and
  - c) Document their incremental growth at the end of the Incentive Program Period by submitting on a form provided by Massport, the following information to Massport by **August 15, 2022**:
    - i) A list of all loaded import and/or export containers moved via the Conley Terminal during the Baseline Period.
    - ii) A list of all loaded import and/or export containers moved via the Conley Terminal during the Incentive Program Period.
    - iii) A signed affidavit verifying the accuracy of the information submitted.

**(B) REFRIGERATED CONTAINER VOLUME INCENTIVE PROGRAM:**

All importers and/or exporters, who are New England based (i.e., Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, or Vermont), and ship a minimum of **75** loaded "reefer" containers via Conley Terminal from **July 1, 2021 through June 30, 2022** (the "Incentive Program Period") will be eligible for a \$30 per container incentive for all loaded "reefer" containers above the aforesaid minimum container threshold.

- 1) To qualify all importers and/or exporters must submit on a form provided by Massport, the following information to Massport:
  - a) A list of all loaded import and/or export "reefer" containers moved via Conley Terminal during the Incentive Program Period.
  - b) Documentation evidencing that the importer and/or exporter is New England based.
  - c) A signed affidavit verifying the accuracy of the information submitted.

**(C) RECYCLED FIBERS AND FOREST PRODUCTS CONTAINER VOLUME INCENTIVE PROGRAM:**

All exporters, who are New England based (i.e., Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, or Vermont), and ship a minimum of **3,500** loaded containers of recycled fibers and/or forest products via Conley Terminal from **July 1, 2021 through June 30, 2022** (the "Incentive Program Period") will be eligible for a \$30 per container incentive for all loaded containers of recycled fibers and/or forest products above the aforesaid minimum container threshold.

- 1) To qualify all importers and/or exporters must submit on a form provided by Massport, the following information to Massport:
  - a) A list of all loaded containers of recycled fibers and/or forest products moved via Conley Terminal during the Incentive Program Period.
  - b) Documentation evidencing that the exporter is New England based.
  - c) A signed affidavit verifying the accuracy of the information submitted.

**Documentation to evidence that a company is based in New England may include the following:**

1. Articles of Organization or Annual Corporate Reports that were filed with the company's respective State's Secretary of State's Office – Corporation Division that show they are doing business in the State and have local offices.
2. A snapshot of their webpage that shows the locations of their businesses being based in New England.
3. Company letterhead that lists the location of their business.
4. If they are publicly traded companies, a copy of their quarterly or annual filings with the SEC.

**The above Incentive Programs are subject to the following:**

1. The Port Director has exclusive discretion and final determination of the adequacy of the documentation for the qualifying container totals and corresponding incentive amount payable.
2. Incentive Program payments will only be payable for loaded containers in excess of the qualifying loaded container threshold set forth above for the applicable Incentive Program.
3. Importers/Exporters may only qualify for one of the above Incentive Program per Incentive Program Period.
4. The above Incentive Programs are available to Beneficial Cargo Owners only.

Sincerely,



Lauren Gleason  
Chief Administrative Officer – Maritime