



## Mission Statement

*To serve as an international transportation and commerce center of excellence.*

### Key Performance Indicators

1. Increase in revenue tons shipped through the Port of Oswego
  - For the first time in Port Authority history, revenues eclipsed \$3 million (with 2 months remaining in the fiscal year)
  - While we do not have audited financials, through the first 10 months of the fiscal year revenues are 30% higher than at the same point in the previous year
  - Cargo and operational diversity has provided enhanced revenue generating opportunities and stabilized current and future budget fluctuations
  - International tonnage, cargo that flows through the St. Lawrence Seaway, increased by 4 percent
  - Overall tonnage for the Port, including all cargo flows, increased by 5 percent
2. Increase in longshoreman hours
  - Increase in longshoreman hours from 14,788.25 in FY09-10 to 20,272.25 in FY 10-11
3. Maximize marina activity through increases in slip rental, transient movement, and fuel sales
  - Marina sales increased more than 15 percent
  - Completed Oswego Marina wall construction project
  - Completed International Marina dock replacement project
  - Negotiated International Marina transaction with City of Oswego
4. Be a center of excellence in efficiency and safety
  - Continue working on improving efficiency for the Port.
    - Example is utilization of second shift for rail operations
    - Working on the development of bin storage program to agriculture products
  - Evaluating options to improve lift capacity within marina
  - Appointment of staff to handle safety program. Central New York Council on Occupational Safety and Health evaluation of site. Working on rail safety program as top priority.