

#### Word from the Chair of the Board and the President and CEO

2017 marked the end of the On Course for 2020 plan. Indeed, this ambitious modernization plan was completed three years ahead of schedule and within budget. The overall project will have required investments of \$ 131.6 million, of which \$ 49 million was financed by the TRPA, \$ 22.2 million by the Government of Canada, \$ 8.2 million by the Government of Quebec and \$52.2 million by our users. On Course for 2020's success is the result of efforts of many players in the port community and the regional community and would have been impossible without the cooperation of the City of Trois-Rivières and the financial contribution of the governments of Quebec and Canada. On behalf of the TRPA, we wish to express to all these partners our deepest gratitude. Together we can say Mission accomplished! It is therefore with great pride and emotion that we present to you the 2017 annual report.

2017 was more notably marked by the inauguration of new Terminal 13 and the conclusion of an agreement for its operation with the Somavrac Group. In addition, construction of the new Pier 9 was completed, concluding the general cargo terminal which will be operated by Logistec. Also noteworthy is the signing of a new 9-year collective agreement between the Maritime Employers Association and the Longshoremen's Union, which will create new jobs and long-term stability. Also worth mentioning is the recognition received from our community at the Gala Radisson, the Coup de cœur - Fierté régionale award, which has crowned all our efforts for the development of our region.



Gaétan Boivin President & CEO

Danielle St-Amand Chair of the Board

## **Board of Directors**

The Board of Directors met six times in 2017, the Audit Committee three times and the Governance and Human Resources Committees each met twice. Also, after nine years of service on the Board, it is important to note the departure of Mr. Cléo Marchand, Ms. Martine Gravel and Mr. François Dupuis who were respectively Chair, Vice-Chair and member of the Board. We thank them for their outstanding contribution to the Board of Directors.



1<sup>st</sup> row: Danielle St-Amand, Nicole D. Gélinas, François Dupuis, Luc Arvisais 2<sup>nd</sup> row: Michel Morin, Cléo Marchand, Gaétan Boivin, Martine Gravel, Jean Mongeau

#### **Board of Directors Elections**



On April 27, the members of the TRPA Board of Directors elected Ms. Danielle St-Amand as Chair of the Board of Directors, the first woman to hold this position, as well as Mr. Luc Arvisais as Vice-Chair.

## **TRPA Team**

#### **Executive management:**

Gaétan Boivin, President & CEO Liliane Bussière, Executive assistant

Michel Parent, Vice-president, Special projects



Business Development:

Jimmy Hamel, Logistic analyst

Jacques Paquin, Vice-president, Strategies & Business

David Berthelot, Business Development Director



# Administration:

Luc Forcier, Director- Finances & Administration Carole Desjardins, Accounting and Trade Data Analyst



André Desjardins, Harbour Master

Steve Jean, Assistant Operations Manager

Claudie Gagnon, Director of Operations, Logistic and Sustainable Development

Maude Courchesne, Maritime Security supervisor

# Freight traffic

Due to a combination of factors that temporarily affected the traffic of several industries at the Port of Trois-Rivières, the total tonnage recorded was 2.6 million metric tonnes, which represented a slight drop. The Port welcomed 168 vessels. While liquid bulk traffic remained stable, dry bulk and general cargo decreased by about 100,000 metric tonnes. With the most recent infrastructures now fully operational, their potential can be fully exploited as of 2018.

# Inauguration of Terminal 13



With the Minister of International Trade and Member of Parliament for Saint-Maurice-Champlain, the Honourable François-Philippe Champagne, the TRPA inaugurated Terminal 13 on August 23, 2017. With investments of \$ 25 million, including \$ 12.5 million from the Government of Canada, Terminal 13 provides customers with a first-class infrastructure to facilitate the import and export of a wide range of products. This is a multi-purpose infrastructure that can accommodate both solid bulk and general cargo. With a surface area of approximately 23,000 m², this terminal is an example of versatility and is easily accessible by sea, road and rail.

Terminal 13 will be operated by Somavrac, a company that literally began on the Port of Trois-Rivières docks in 1963 and is today one of the primary cargo handlers in Eastern Canada.

# Maritime Strategy Report

The Government of Quebec's Maritime Strategy is a powerful instrument for mobilizing economic forces in order to take full advantage of the development potential of the St. Lawrence River. It provides a port such as Trois-Rivières greater opportunity to support the development of the regions it serves. The TRPA reports a positive assessment of Quebec's Maritime Strategy and is proud of the projects this initiative has helped them achieve in Trois-Rivières.

- Development of a cruise terminal \$ 630,000 project funded by the City of Trois-Rivières (\$ 382,000), the Government of Quebec (\$ 168,000) and the TRPA (\$ 80,000);
- Creation of an industrial port zone and drafting its development plan Up to \$ 125,000 funded by the Government of Quebec along with \$ 53,000 from local partners;
- Development of a new outdoor storage area on a lot of nearly 40,000 square metres -\$ 10 million project funded by the TRPA (\$ 7.5 million) and the Government of Quebec (\$ 2.5 million);
- Completion of a study to optimize road traffic at the Port Produced in partnership with the UQTR. Project funded by the TRPA (\$ 32,000) and the Government of Quebec (\$ 32,000);
- Extension and development of Pier 9: \$ 14.8 million project funded by the TRPA (\$ 6.3 million), the Government of Quebec (\$ 4.8 million) and the Government of Canada (\$ 3.6 million).





Cruise Terminal Outdoor storage



New dock 9

# Pier extension project

Built in the 1930s and due to its out-dated condition and configuration, Pier 9 had been unable for many years to accommodate vessels. The work carried out extended Pier 10 eastward by 132 feet thereby replacing the existing Pier 9. This project increased the outdoor storage area from  $3,000 \text{ m}^2$  to  $12,000 \text{ m}^2$ , which will facilitate the handling of non-standard general cargo products to the benefit of our regional manufacturing companies.

This project finalizes the general cargo Terminal for which the TRPA has entered into an operating agreement with Logistec.

## **Before**



After



# First Vessel of the Year

On January 9, after an 11-day crossing of the Atlantic, the vessel *Sunda* docked at the Port to load a cargo of Canadian grain which was handled by G3 Canada.

During a ceremony marking the arrival of the first vessel of the year at the Port of Trois-Rivières, a giclée reproduction of the painting  $\grave{A}$  bon port produced by Mauricie artist Ms. Caroline St-Pierre, was presented.



The British vessel *Saga Sapphire*, with 720 passengers and 415 crew members, was one of many cruise ships to stop in Trois-Rivières in 2017.





# Radisson – Coup de cœur - Fierté régionale

The Port of Trois-Rivières received the Radisson HYDRO-QUÉBEC tribute award *Coup de cœur* - *Fierté régionale* for its noteworthy contribution to the city of Trois-Rivières' influence and regional vitality. This Radisson tribute is awarded to a company, a group of individuals or an organization that stands out for its distinct contribution to the economic development of the city, be it through job creation, business performance, achievements, redevelopment projects or its contribution to the development of a niche for the future.





Bringing together professionals, executives and business stakeholders interested in supply chain management, the organization awards honours every year to individuals in the industry who deserve recognition for having implemented innovative practices, for their leadership, their high level of professional ethics and their commitment in their respective organizations. Mr. Michel Parent, then Director of Operations for the TRPA, received the prestigious "Procurement" award for the completion of Terminal 13. This award was presented by Mr. Yves Hébert, Procurement Director at the Port of Montreal.

# Galerie d'art qui voyage

The St. Lawrence Economic Development Council (SODES) decided to create a traveling exhibit of artistic photographs highlighting maritime infrastructures which is presented throughout Quebec in order to provide a different perspective of industrial sites to the general public.

The public was invited to visit this art gallery arranged inside a marine container presented at the Hector-Louis Langevin Park between July 25 and August 14, 2017.

# Tall ships

On July 14, 15 and 16, the Port and the City of Trois-Rivières welcomed the Tall Ships as part of the celebrations marking Canada's 150<sup>th</sup> anniversary of Confederation. Among the activities presented at the Harbour front Park and downtown Trois-Rivières, there was a parade of coureurs des bois, a Colonial Militia exhibition, bagpipe performances, historical animation and street performers, musical performances, storytellers, etc.





# **Participations**

#### Scholarship awards at the UQTR



Nordic Challenge



Richelieu Skating Rink



Patinoire Richelieu

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A Couse Quie Chamberland et St. François-d'Assise

Ciquipe Raue libre

Le Grand Défi Pierre Lavoie

The Port of Trois-Rivières' Roue Libre cycling team participated in the 1,000 km Grand Défi Pierre Lavoie.

As ambassadors for healthy lifestyle habits over the last four years, the Port of Trois-Rivières' *Roue Libre* cycling team has donated a total of \$ 153,480 to seven elementary schools in Trois-Rivières for the purchase of various sports equipment.

#### Défis du Parc

The Défis du Parc event held a 30 km run last August with proceeds going to the RSTR Foundation. While the Port of Trois-Rivières offered a financial contribution for this event, TRPA President and CEO, Mr. Gaétan Boivin, actually participated.

Indeed, the Défis du Parc 30-kilometre trail run was dedicated to Mr. Patrick Charlebois' cause. Mr. Charlebois met his challenge of 7 marathons on 7 continents in 7 days (World Marathon Challenge) with the objective of raising \$ 77 777.77 for the purchase of equipment for the neonatal unit at the Centre hospitalier affilié universitaire régional.





Gala Édis

Every year, the Jeune Chambre de la Mauricie organizes a gala giving the opportunity for businesses and young leaders from the region to showcase the success of the Mauricie business community. The Port of Trois-Rivières presented the Community Commitment award to Ms. Caroline Doucet from the firm Doucet + Turcotte Architectes.



# Danse Encore

The Port of Trois-Rivières teamed up once again with Danse Encore, a festival offering the opportunity to introduce this magnificent art form to the public and tourists of Trois-Rivières by hosting more than 150 professional artists from different countries and by deploying stages and performances in downtown Trois-Rivières.



#### **Festivoix**

For several years now, the Port of Trois-Rivières has contributed to the success of the Festivoix event.

In 2017, the Port focussed its efforts on family for this event.

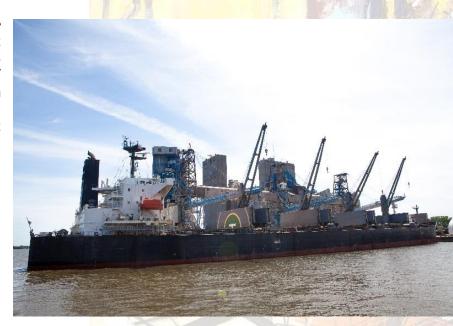


# News from the port community

Record tonnage loaded on a grain vessel.

Indeed, the vessel M/V Vega Rose completed the loading of 48,069 metric tonnes of high-quality corn from the G3 Canada grain terminal at the Port of Trois-Rivières. The previous record in Trois-Rivières was set by the M/V St-Matthew in 2004, loading 41,747 metric tonnes.





## New collective agreement for longshoremen

A new collective agreement was signed between the Maritime Employers Association and the CUPE 1375, representing the 103 longshoremen at the ports of Trois-Rivières and Bécancour. This 9-year agreement proposes changes that will better meet current customer needs, create new quality jobs, and ensure stable working relationships.







#### Fednav visit

Some welcomed visitors at the Port on November 8, 2017. The Trois-Rivières Port Authority co-hosted with the Somavrac Group a visit by Fednav representatives.

Fednav represents Canada's largest international bulk shipping company and their red-hull vessels are regular customers at the Port of Trois-Rivières.

Breakbulk trade show

At the Breakbulk Americas trade show held in Houston where nearly 5,000 general freight transport specialists meet, a regional delegation attended and took the opportunity to reconnect with various players in the shipping industry; including David Berthelot (TRPA), Fayderique Webb (Transport Chaîné), behind: Denis Gagnon (Somavrac Group), Michel Miron (Logistec), Pierre-Yves Bastien (Transport Chaîné), Sylvain Desbiens (Somavrac Group), Jean-Luc Bellemare (Transports Bellemare).

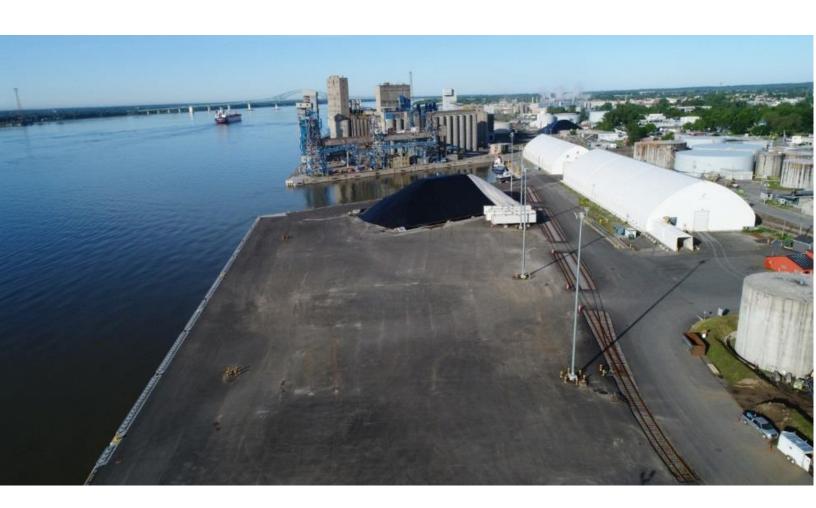


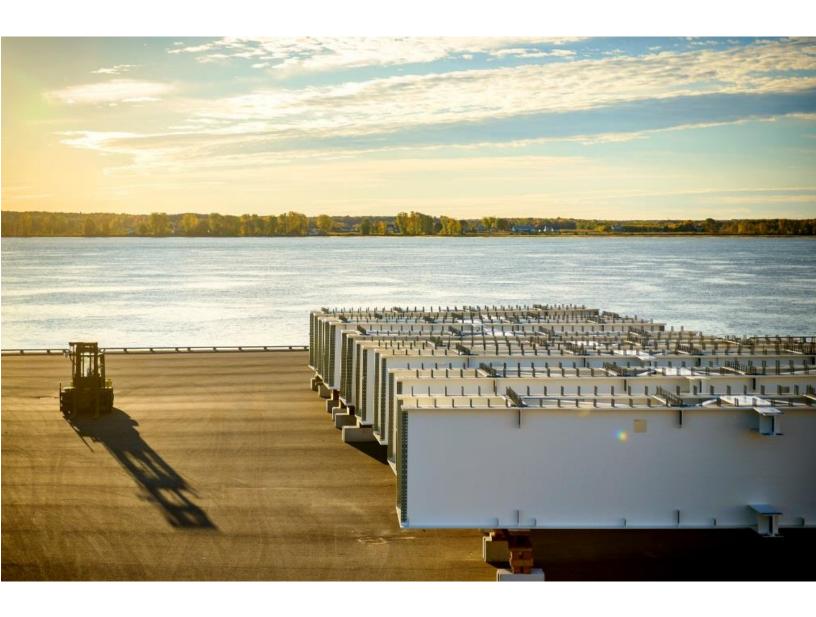
#### New agreement for Terminal 13

In July 2017, the Trois-Rivières Port Authority and the Somavrac Group announced the signing of a long-term agreement to operate the new  $23,000 \, \text{m}^2$  Terminal 13 at the Port of Trois-Rivières.



With this agreement, Somavrac is improving its service offering. In addition to its two berths, Terminal 13 provides an outdoor storage area that can accommodate a wide variety of products. It is very well served by rail and road and has a network of pipelines linking it to reservoirs further north. It also facilitates access to two nearby dry bulk sheds. It becomes a very versatile multimodal storage platform.





#### New agreement for the General cargo terminal

Last December, the Trois-Rivières Port Authority and Logistec announced the signing of a long-term agreement to operate the General cargo terminal, which includes three sheds and 36,000 m<sup>2</sup> of outdoor storage space.



With three berths, as well as excellent road and rail connections, this terminal is a high quality intermodal platform. Logistec maintains a fleet of handling equipment that effectively meets the needs of shippers.

# TROIS-RIVIÈRES PORT AUTHORITY SUMMARY STATEMENT OF FINANCIAL POSITION As at December 31

	<u>2017</u>	<u>2016</u>
	\$	\$
ASSETS		
CURRENT ASSETS		
Cash	1,479,080	2,982,403
Accounts receivables	4,160,768	2,391,198
Prepaid expenses	81,748	83,806
Current portion of investments	9,742,963	8,365,442
	15,464,559	13,822,849
NON-CURRENT ASSETS		
Long-term investments	16,516,922	9,889,452
Property, plant and equipment	77,797,303	65,561,457
Others financial assets	221,000	(
Defined pension benefit assets	469,800	427,000
	95,005,025	75,877,909
	110,469,584	89,700,758
LIABILITIES		
CURRENT LIABILITIES		
Trade and other payables	2,835,294	3,437,414
Other financial liabilities	2,281	2,280
	long-term debt 20,165,796	
	20,165,796	4,786,672
	20,165,796 23,003,371	4,786,672 8,226,366
Current portion of long-term debt	<del></del>	
Current portion of long-term debt  NON-CURRENT LIABILITIES  Long-term debt	<del></del>	
Current portion of long-term debt  NON-CURRENT LIABILITIES	23,003,371	8,226,366
Current portion of long-term debt  NON-CURRENT LIABILITIES  Long-term debt	23,003,371	8,226,366 800,000
Current portion of long-term debt  NON-CURRENT LIABILITIES  Long-term debt	23,003,371 680,000 21,439,727	8,226,366 800,000 16,639,016
Current portion of long-term debt  NON-CURRENT LIABILITIES  Long-term debt	23,003,371 680,000 21,439,727 22,119,727	8,226,366 800,000 16,639,016 17,439,016
Current portion of long-term debt  NON-CURRENT LIABILITIES  Long-term debt  Deferred grants  AUTHORITY'S EQUITY	23,003,371 680,000 21,439,727 22,119,727	8,226,366 800,000 16,639,016 17,439,016 25,665,382
Current portion of long-term debt  NON-CURRENT LIABILITIES  Long-term debt  Deferred grants	23,003,371 680,000 21,439,727 22,119,727 45,123,098	8,226,366 800,000 16,639,016 17,439,016
Current portion of long-term debt  NON-CURRENT LIABILITIES  Long-term debt  Deferred grants  AUTHORITY'S EQUITY  Contributed capital	23,003,371 680,000 21,439,727 22,119,727 45,123,098 27,048,441	8,226,366 800,000 16,639,016 17,439,016 25,665,382 27,048,441
Current portion of long-term debt  NON-CURRENT LIABILITIES Long-term debt Deferred grants  AUTHORITY'S EQUITY Contributed capital Retained earnings	23,003,371 680,000 21,439,727 22,119,727 45,123,098 27,048,441 39,123,445	8,226,366 800,000 16,639,016 17,439,016 25,665,382 27,048,44 37,812,538

, Chairman of the Board
, President and Chief Executive Officer

# TROIS-RIVIÈRES PORT AUTHORITY SUMMARY STATEMENT OF EARNINGS AND OTHER COMPREHENSIVE INCOME for the year ended December 31

	<u>2017</u> \$	<u>2016</u> \$
OPERATING REVENUE	·	·
Harbour services	4,337,176	4,599,578
Rental revenue	2,760,827	2,211,374
	7,098,003	6,810,952
OPERATING EXPENSES		
Salaries and employee benefits	1,838,136	1,663,685
Payments in lieu of taxes and municipal taxes	362,776	379,896
Repairs and maintenance	499,606	379,566
Professional fees	253,864	283,838
Depreciation – property, plant and equipment	2,438,295	2,025,339
Depreciation – deferred contributions	(599,371)	(414,638)
Other operating and administrative expenses	857,380	769,120
	5,650,686	5,086,806
OPERATING INCOME	1,447,317	1,724,146
Investment income	291,701	316,607
Interest expenses	(284,066)	(132,536)
Loss on property, plant and equipment disposal	(668)	0
Gross revenue charge	(143,374)	(142,551)
NET EARNINGS	1,310,910	1,765,666
OTHER COMPREHENSIVE INCOME (OCI)		
Items that will not be reclassified subsequently to net earnings:		
Change in limit of Defined pension benefits assets	210,000	(85,300)
Actuarial (losses) gains on defined benefit plans	(209,800)	102,500
	200	17 200
COMPREHENSIVE INCOME	1,311,110	1,782,866

