

Port of Johnstown 2019 Year End Review



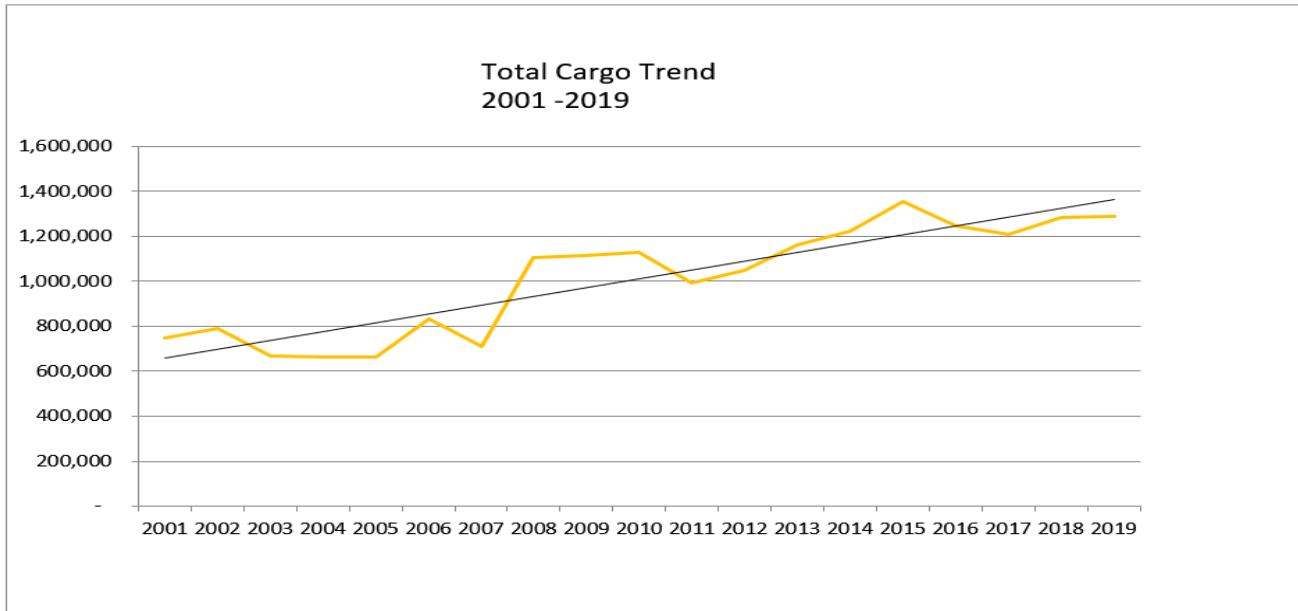
Port of Johnstown

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Date: Jan.22, 2020

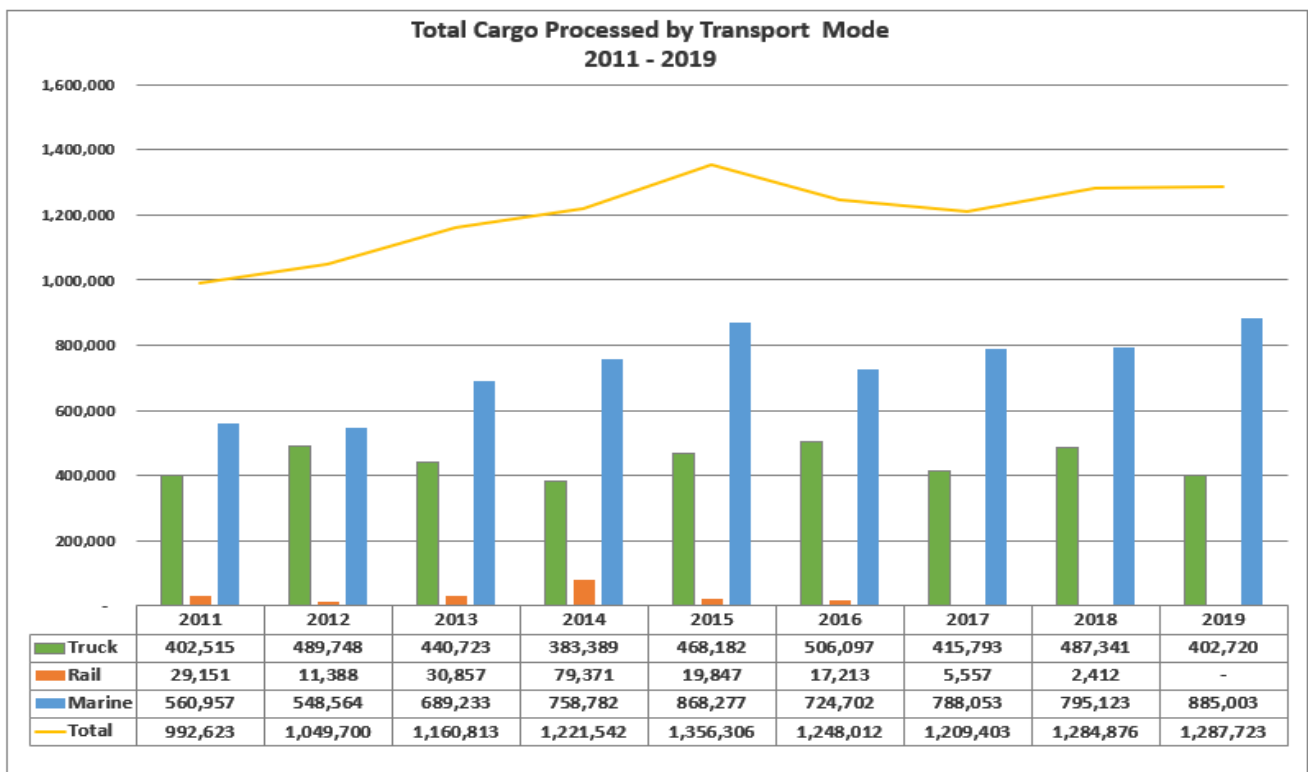
Total Cargo 2019

Total cargo processed at the port in 2019 totaled 1,287,723 metric tons and is the second highest year on record for the port. Compared to 2001 when the township first took over operations of the port, cargo has increased from an average of 810,513 mt to 1,194,067 mt., an increase of over 47% and the trend continues to move in a positive direction.



Cargo Transportation Trends for 2019

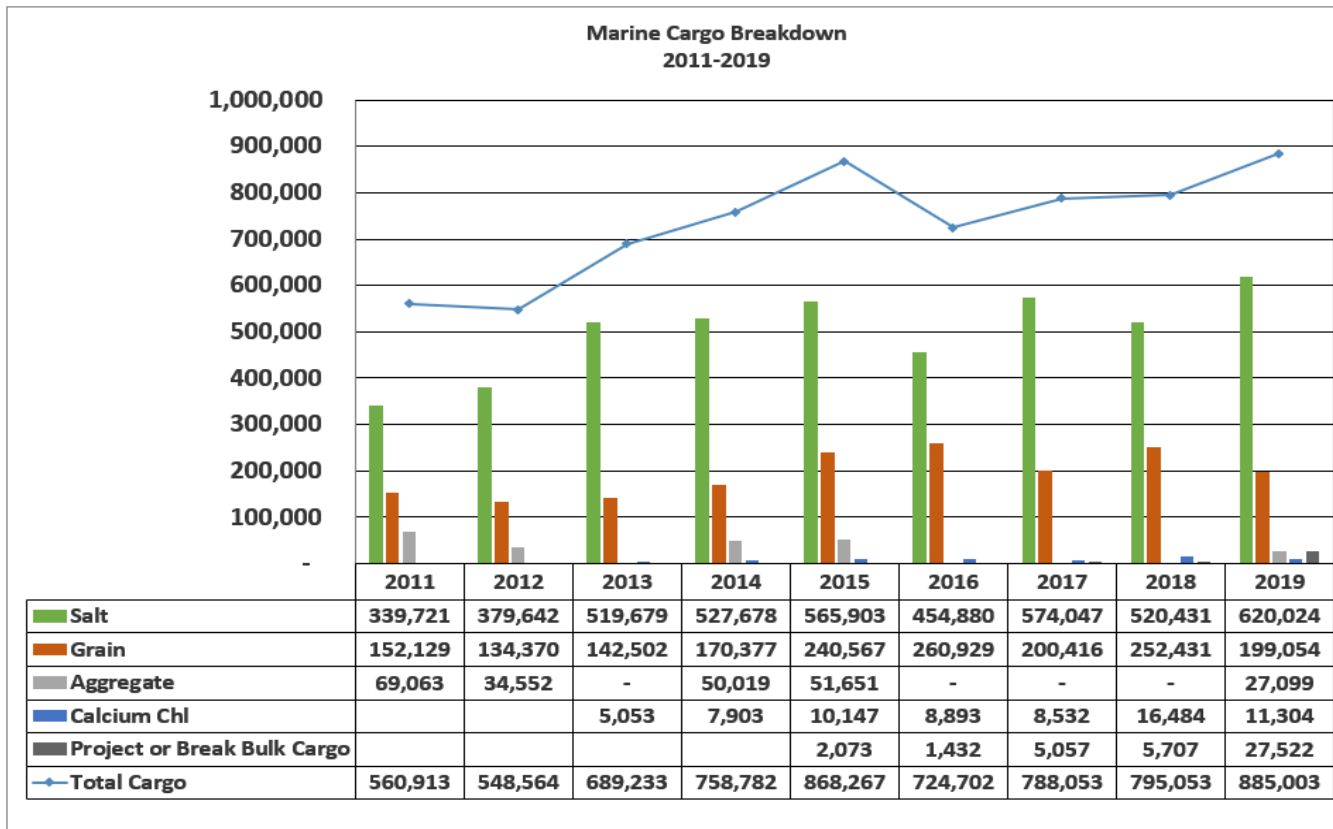
Cargo is received and shipped by three different transportation modes: marine, truck and rail. Marine (69%) continues to lead the way as the mode of transport preferred for bulk products in and out of the port, followed by trucking (31%) and then rail (0%).



Marine Business Report

Cargo

The Port recorded its highest year of marine cargo processed with a total of 885,003 metric tons. An increase in both salt and project cargo contributed to a record year and represented a 11% increase over 2018.



Vessel Traffic Summary

Number of vessels

Cargo	2014	2015	2016	2017	2018	2019
Bulk Cargo - Salt	25	28	24	26	25	30
Bulk Cargo - Grain	8	13	16	13	18	13
Project Cargo - Wind Energy	0	1	1	1	0	13
Cruise	1	0	0	4	1	10
Break Bulk Cargo - Steel	0	0	0	2	2	2
Liquid Bulk Cargo - Calcium Chl.	2	2	2	2	3	2
Bulk Cargo - Aggregate	2	2	0	0	0	1
Other	1	1	3	5	5	4
Total	39	47	46	53	54	75

Project Cargo

Wind Energy – Nation Rise Project



In May of 2019, the Port of Johnstown received word that we were chosen as the preferred port to handle the Nation Rise Wind Energy Project. The POJ's successful bid was made possible due to timely investments by the Township of Edwardsburgh Cardinal's port, as well as, the Provincial and Federal governments. These investments completed between 2011 and 2016 included the expansion of the cargo docks and development of the west upland laydown areas. The project also included the construction of a by-pass road for the purpose of transporting big cargos that could not fit under the International Bridge due to height restrictions. This project would not have been possible if not for the co-operation of the Canada Border Services Agency and their continued support of our project during the transportation phase. The combination of these investments, the partnerships developed with Chamber of Marine Commerce, the Mohawk Council of Akwesasne and Logistec stevedoring, resulted in both the winning bid and the successful completion of the unloading of the vessels.

Project Cargo Shipments by Vessel

In total, this project included thirteen (13) vessels carrying twenty-nine (29) complete windmill sets arriving from both Brazil and Germany over a five-month period.

Date	Vessel	Origin - Cargo	Metric Tons	Cubic Meters
August 14, 2019	Kurt Paul	Brazil - Towers	2,370	12,792
September 5, 2019	BBC Switzerland	Brazil - Towers	1,556	8,528
September 15, 2019	BBC Hudson	Germany - Blades	1,660	20,512
October 2, 2019	Industrial Swift	Brazil - Towers	2,723	14,924
October 17, 2019	Kurt Paul	Germany - Blades	1,651	20,453
October 26, 2019	BBC Leda	Germany - Blades	1,343	19,710
November 3, 2019	Vectis Eagle	Germany - Blades	1,380	12,302
November 7, 2019	BBC Maine	Brazil - Towers	1,945	10,660
November 18, 2019	Industrial Swift	Brazil - Towers	2,723	14,924
November 26, 2019	Vectis Falcon	Germany - Blades	698	7,561
December 9, 2019	Vectis Pride	Germany - Blades	1,617	12,429
December 11, 2019	Zea Kelani	Germany - Blades	1,954	14,539
December 20, 2019	CLI Pride	Germany - Blades	141	423
Total			21,761	169,758



Bulk Cargo- Salt



2019 resulted in a record year for salt arriving at the port with thirty (30) vessels bringing in 620,024MT of salt. This represents a 19% increase over 2018. The trend continues for imported salt as thirteen (13) “salties” carrying 283,104 mt received at the port. A total of 336,920 mt of domestic salt arrived on a total of seventeen (17) vessels.



Salt Shipments by Vessel

Date	Vessel	Commodity	Qty (MT)
April 5	Whitefish Bay	Salt	28,688
April 21	Radcliffe R. Latimer	Salt	12,236
April 21	Algoma Niagara	Salt	21,366
April 30	MV Isa*	Salt	22,160
May 16	Baie St. Paul	Salt	28,730
May 26	Assiniboine	Salt	30,731
May 28	Federal Schelde*	Salt	19,000
May 30	Algoma Sault	Salt	4,901
June 9	Algoma Sault	Salt	28,260
June 27	Algoma Niagara	Salt	22,332
July 16	Federal Mayumi*	Salt	22,470
July 21	Algoma Compass	Salt	12,879
July 21	Federal Welland*	Salt	23,151
August 6	Baie Comeau	Salt	28,904
August 24	Algoma Conveyor	Salt	22,791
September 4	Federal Clyde*	Salt	20,842
September 8	Federal Asahi*	Salt	23,200
September 15	Federal Elbe*	Salt	20,469
September 20	Algoma Buffalo	Salt	17,676
October 3	Algoma Sault	Salt	4,535
October 8	Federal Yukon*	Salt	22,490
October 20	Federal Hudson*	Salt	22,820
October 26	Federal Danube*	Salt	20,179
October 29	Algoma Sault	Salt	5,444
November 4	Federal Kumano*	Salt	23,170
November 18	Algoma Niagara	Salt	12,409
December 11	Ruddy*	Salt	19,541
December 12	Algoma Sault	Salt	28,284
December 15	Federal Yukon*	Salt	23,612
December 19	Salarium	Salt	26,757
		Total MT	620,024

* Salt Imported

Grain Shipments by Vessel



The port had a total of 199,041 metric tons of grain cross the elevator dock in 2019. A total of 13 vessels arrived at the port, including two ocean vessels for export and one for import.

Grain Shipments by Vessel

Date	Vessel	Commodity	Qty (MT)
April 11	Argentia Desgagnes	Corn	1,452
April 26	Manitoulin	Soybean	22,579
June 5	Acadia Desgagnes	Corn	5,151
July 20	Federal Mayumi*	Soybean	22,536
August 13	Argentia Desgagnes	Corn	4,849
		Wheat	3,351
September 28	Acadia Desgagnes	Corn	5,100
October 25, 2019	Robert S. Pierson*	Corn	11,526
October 29	Thunder Bay	Soybean	28,157
November 19	Algoma Equinox	Soybean	15,000
November 24	Algoma Discovery	Soybean	25,187
December 1	CSL Niagara	Soybean	22,757
December 7	MV Chestnut*	Soybean	19,658
December 10	Evans Spirit	Soybean	11,738
	Total		199,041

* Import/Export Vessel

Grain Business Report

The volume of grain received at the Port in 2019 was lower when compared to the previous year. However, it should be noted that 2018 was a year that saw a record setting volume of soybeans move through the facility.

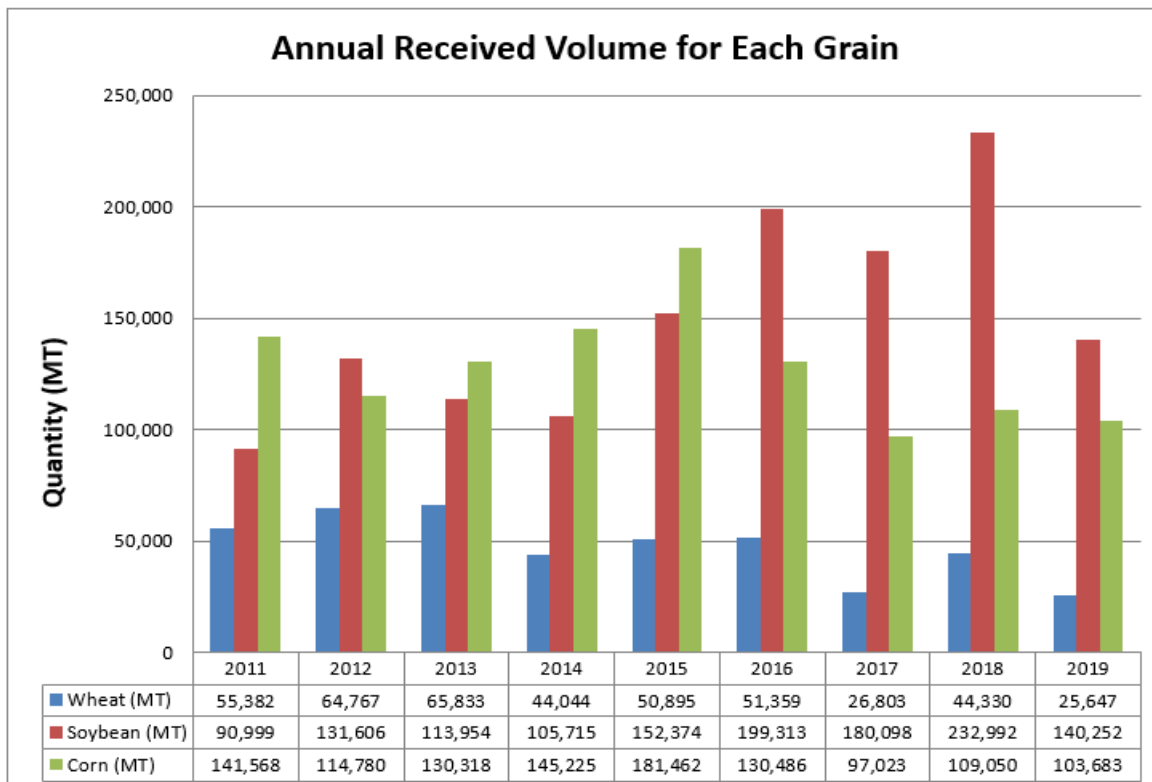
The producers saw a very challenging year with the weather pattern that resulted in reduced yields which in turn leads to lower throughput at the Port. The weather pattern started in the winter with swings from warm temperatures that brought rain to periods of cold temperatures. This weather is hard on the winter wheat and resulted in over 50% of the winter wheat being winter killed. The result was less wheat received at harvest. Next, the cool, wet spring delayed planting of corn and soybeans which resulted in the crops going in the ground approximately one month later than usual. This resulted in the soybean harvest starting later which was also impacted by precipitation and resulted in the harvest being stretched out timewise. The Port was still receiving soybeans off the field in January 2020. The corn was hit by frost in early October which halted the maturity of the kernel resulting in lower quality corn due to a lower test weight.

It should be noted the volume of non-GMO corn received at the Port in 2019 was up by 13,100 MT compared to the previous year. This part of the business has seen an increase every year since the program began. Also, the delayed start of the corn harvest resulted in the highest volume of grain received in the month of December since 2010.

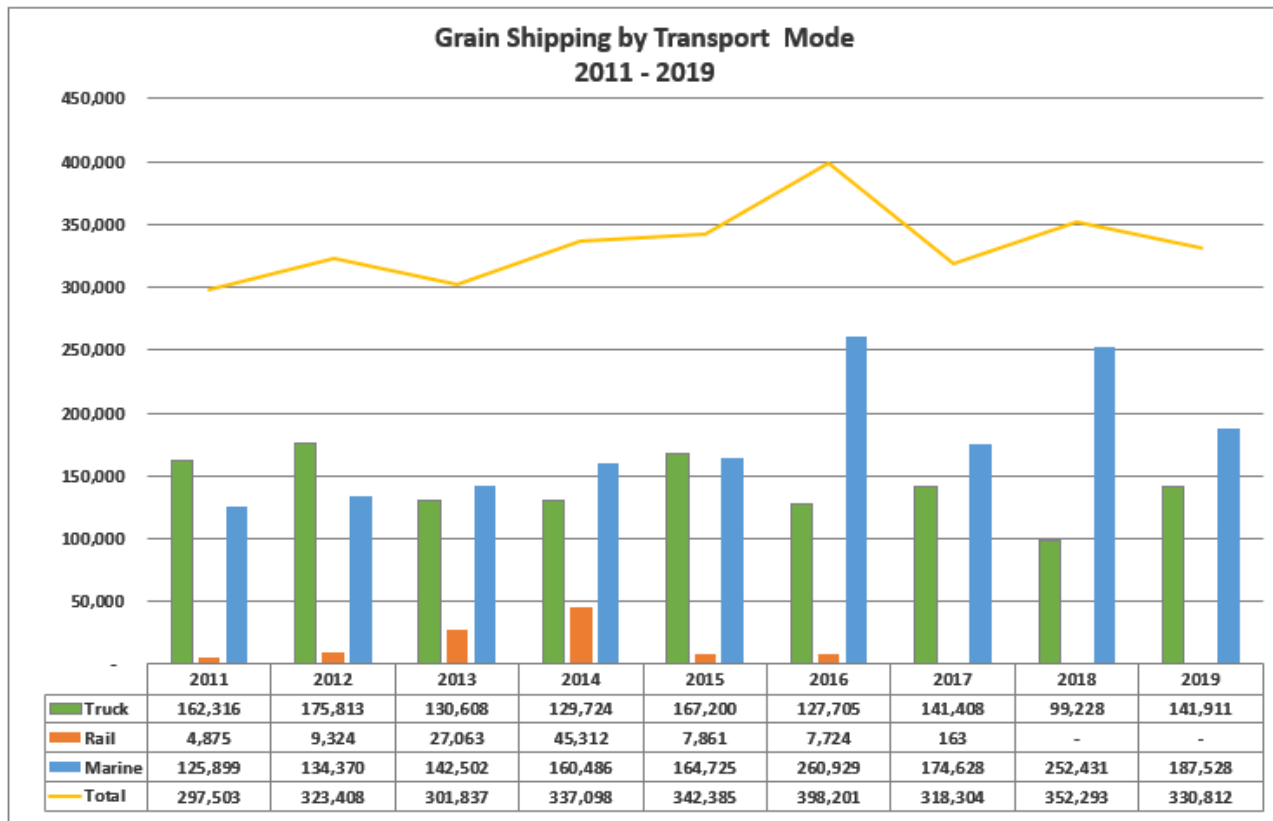
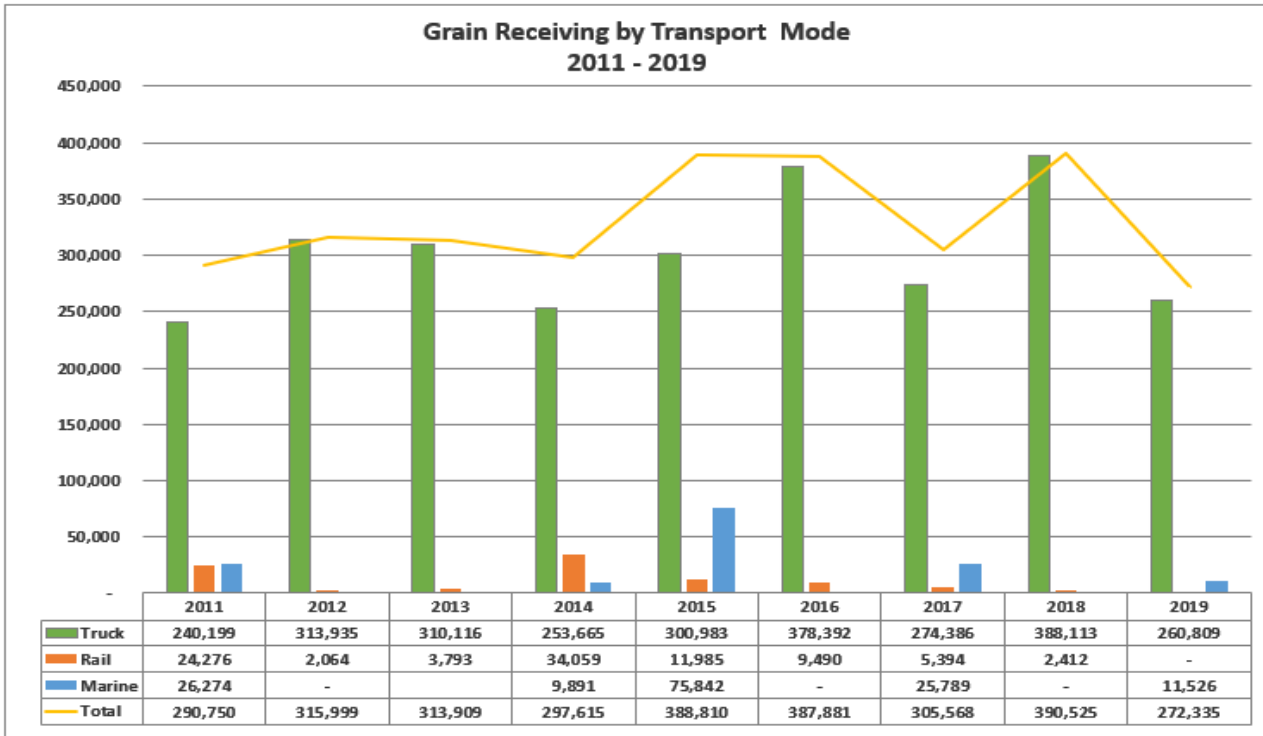
The Port put in place a GMP+ Feed Assurance program and received certification for this program in 2019. This is a quality program that requires the facility to have procedures in place to ensure our customers that we are receiving, handling, storing and shipping grain in accordance with recognized best practices for the feed industry. The GMP+ program required the input and participation of all employees to make it successful.

The Port also continues to support our local corn customers by providing extended working hours at night and on weekends to ensure that their production needs are being met.

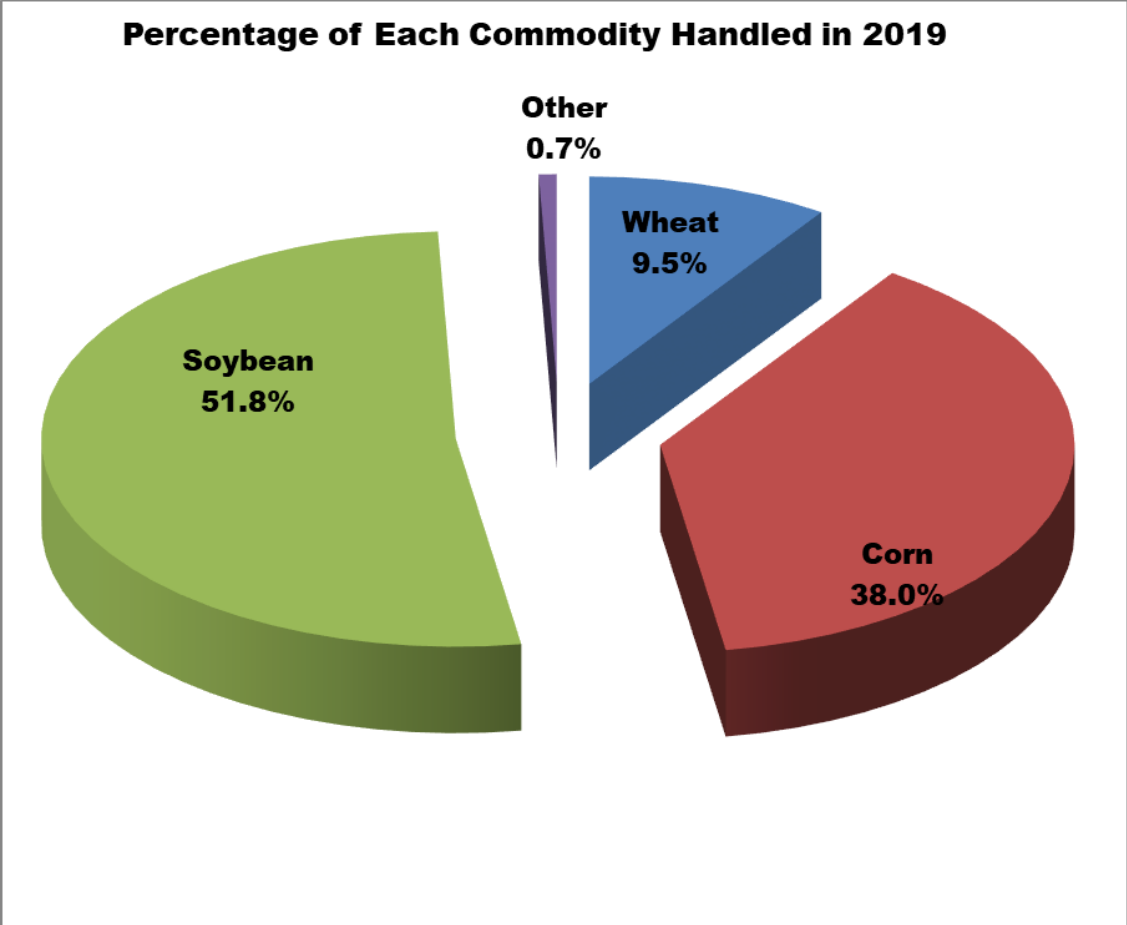
The chart below shows the total volume handled of each commodity handled per year. The interesting trend to note is the decline of wheat and increase in soybeans over the years.



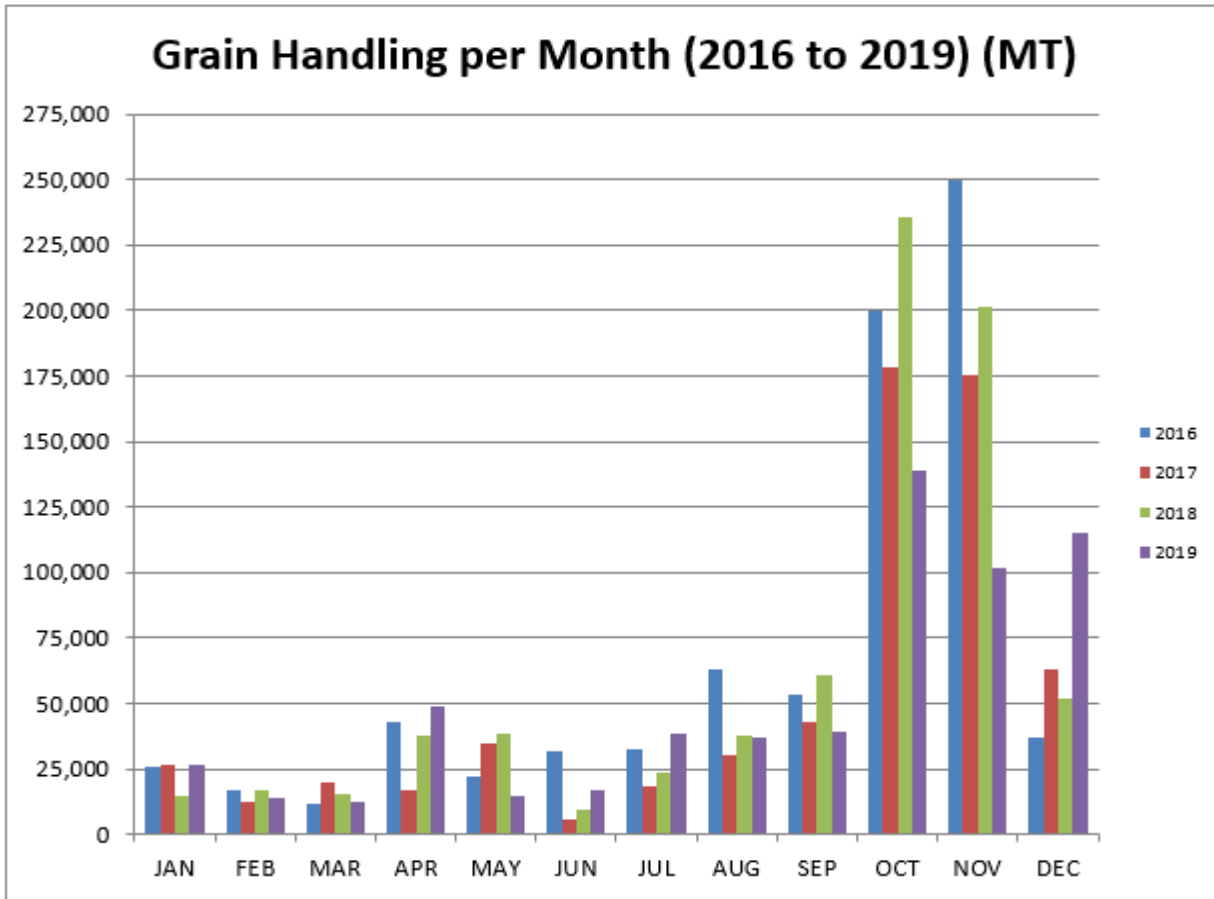
The following charts show the mode of transport used for receiving and shipping grain at the port.



The chart below illustrates the volume of each commodity handled by the Port. The highest volume crop handled by the Port continues to be soybeans.



The chart below highlights the volume of grain handled per month (receipts and shipments) over the last four years.



The wheat handled at the Port was lower in 2019 compared to the previous year. The volume received was 25,647 MT which was a decrease of 18,683 MT over 2018. However, it should be noted that the 2019 volume was comparable to 2017. The weather was a contributing factor. The area experienced winter conditions that lead to over 50% of the planted winter wheat suffering from winter kill.

The 103,683 MT of corn received in 2019 was down slightly (5,367 MT) compared to the previous year. Corn receipts were lower than expected during harvest. Again, the weather pattern in 2019 was a large contributing factor in the decline.

On a positive note, receipts of non-GMO corn increased in 2019 to 32,373 MT which is up by 13,155 MT from the receipts in 2018. The customer was satisfied with the way their corn was handled and with the level of service provided to the point where they have made inquiries about the availability of additional storage space at the Port.

The soybean harvest dragged into December in 2019 due to the weather pattern. Volume was also lower in 2019 at 140,252 MT compared to the previous year. However, it should be noted that 2018 saw a record number of soybeans received at the Port.

Capital Projects

The total spent on capital projects in 2019 was \$3,285,937 million dollars that covered a variety of projects. A summary of those projects for the grain operations is shown below. It should be noted that three projects (loading spouts, new grain bin and the dust system) were not completed as it was determined further work or study was required before proceeding. These projects will carry over to 2020.



Construction started in 2019 on a 16,000 metric ton grain bin.

Commissioning of the bin will take place in February 2020.

The addition of this bin brings the Port's practical storage of grain to 180,000 metric tons.

The following is a list of projects that were completed to improve operations at the Port in 2019:

- Rail repair to replace rail ties that no longer met the load capacity of the rail line.
- Repairs were made to the CN rail bridge that crosses over County Road 2.
- Roof repair – part of a regular preventative maintenance on the roof which eliminated areas that were leaking.
- The fire escapes from the top of the rail shipping house and marine shipping house that lead to the roof level were repaired and had a coating of rust resistant material applied.
- An air compressor and dryer were purchased and installed. The primary use will be to supply air for bin sweeping.
- A new conveyor belt was installed on #7 conveyor on the bin floor. This belt was then reallocated to #6A conveyor also on the bin floor.

Capital Projects Cont'd.

- A new boiler was installed in 2019. This unit is used for supplying hot water for the heating system.
- Grain temperature monitoring system - Phase 3 which added an additional 54 temperatures cables. This brings to total numbers of bins under surveillance to 258.
- A new moisture meter was purchased for the lab. This measures the moisture level of the grain.
- A layer of ¾" steel plating was applied to the trackshed floor that leads to #6 receiving pit in order to reinforce the floor in this area.
- A new heating and air conditioning unit was installed for Admin Building B.
- Hydraulic pump system for rail to replace a leaking system.
- A new gear box was installed on #6 receiving conveyor.
- New level indicators were installed on the bins used for grain dryer. These indicators provide visibility of the grain levels when operating the dryer.
- A small section of new railings was installed on the roof.
- The transfer chutes at the west end of the bin floor were installed. These new chutes reduce the levels of air bourn dust when transferring grain from the rail house scales.
- The fire alarm system was completed early in the year. The project was started in 2018.
- Dust system improvements to increase its efficiency and safety.
- A new 16,000 MT grain bin was built at the Annex. The electrical work is expected to be complete at the end of January 2020.
- The Request for Proposal on the loading spouts project was released in October 2019. The RFP closed on January 16, 2020. Options are currently under review with a recommendation to the Port Management Committee expected in March.



A major capital project in 2019 to repair the aging rail bridge ensures the safe and continued movement of rail cars in and out of the Port of Johnstown

Capital Budget Summary

2019 CAPITAL BUDGET - Revised June 19, 2019

January 22, 2020

	Capital Spending	2019 Budget	Actual	Status
1	Rail Repair	\$ 55,000	\$ 52,410.48	Complete
2	Repairs to CN bridge on County Road 2	\$ 890,000	\$ 783,183.26	Complete
3	Roof Repair	\$ 175,000	\$ 174,908.40	Complete
4	Fire Escape for Marine	\$ 75,000	\$ 50,957.47	Complete
5	Air Compressor with Air Dryer	\$ 90,000	\$ 90,964.33	Complete
6	New Conveyor Belt for Bin Floor	\$ 65,000	\$ 53,106.26	Complete
7	New Boiler Heating System	\$ 55,000	\$ 49,703.00	Complete
8	Grain Temperature monitoring system - Phase 3	\$ 45,000	\$ 43,538.18	Complete
9	Moisture Meter	\$ 10,000	\$ 7,035.35	Complete
10	Concrete repairs in Trackshed	\$ 30,000	\$ 26,255.23	Complete
11	New Air conditioning unit bldg B	\$ 14,000	\$ 12,739.96	Complete
12	Hydraulic pump system for rail	\$ 10,000	\$ 8,500.00	Complete
13	Replacement gear box for #6 conveyor	\$ 11,000	\$ 10,833.00	Complete
14	Level indicator for dryer bins	\$ 5,000	\$ 3,761.99	Complete
15	Roof Railings	\$ 5,000	\$ 2,521.50	Complete
16	Transfer chutes for west end of Elevator - (carry over)	\$ 150,000	\$ 140,899.20	Complete
17	New Fire Alarm System - (carry over)	\$ 92,500	\$ 92,913.45	Complete
18	Paving Projects	\$ 135,000		Postponed to 2020
19	Loading Spouts	\$ 2,740,000	\$ 80,258.94	RFP released - closes Jan 16, 2020
20	New Grain Bins	\$ 2,200,000	\$ 1,577,966.40	Bin is up. Electrical in progress.
21	Concrete repairs on windows	\$ 26,000		ON HOLD pending loading spout RFP
22	New tooling for cleaning the tops of bins	\$ 7,500		Deferred - prototype did not work
23	Dust System Upgrades - (carry over)	\$ 61,500	\$ 23,480.97	Two additional fans are on order

Total Capital Budget/Actual (Completed Projects)	\$ 1,777,500	\$ 1,604,231	\$ (173,268.94)
Total Capital Projects in Progress Budget/Actual	\$ 5,170,000	\$ 1,681,706.31	
Potential Carryover for 2020	\$ 3,488,293.69		

Total Capital Budget Approved / Actual 2019	\$ 6,947,500	\$ 3,285,937.37
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Maintenance Report

The maintenance department was busy during the year with many tasks in order to keep the elevator running smoothly. This includes annual inspections and preventative maintenance tasks as well as completing projects to obtain improvements geared towards efficiency and reliability. An abbreviated summary of the activities in the maintenance department this year is shown below.

Maintenance – Electrical

- Install an additional baseboard heater in annex office.
- Annex motor control center preventive maintenance.
- Marine and Rail scale electronic equipment preventive maintenance.
- Annual preventive maintenance of bin floor automation proximity sensors and festoon cable support rails.
- Electrical Safety Authority found no electrical defects during their inspections in 2019.
- Installed phase 3 of grain temperature monitoring system which added 54 additional bins.
- Installed new high-level alarms in dryer bins 313/314 and 513/514.
- Completed servicing of GSI grain dryer burner.
- Install electrical service to new Atlas Copco compressor.
- Eliminate and replace sections of conduit and wiring to basement level fire alarm pull stations.
- Cleaned and re-installed smoke detector in annex office.
- Installed and commissioned a weather monitoring station on the Riverfront dock.
- Replaced the electric motor on annex bin 3, valve to reclaim conveyor.
- Completed installation of annex basement ventilation fan.
- Install electric heaters in compressor room. This is to keep the compressor room temperature just above freezing in the winter months.
- Began compiling a list of electrical cables that control the dust system. These cables will be upgraded in the future.
- Repair electrical circuit for the signal system between the Weighman's office and the truck loading shack.
- Inspect and adjust open and close limit switches of bin valves 211, 411 and 611. These are the valves that supply wet grain to the GSI grain dryer.
- Inspect all ship loading spout, control pendants.
- Inspect brakes of all loading spout winches.
- Troubleshoot top valve operation of annex bins 1 and 2. Valves had tripped due to an accumulation of ice rain on the valves.

Maintenance - Mechanical

- Completed annual inspections of the rail and marine lofters.
- Installed new hydraulic power unit for marine scales.
- Installed new urethane liner in #1 and #4 lofter from lofter head to garner.
- Installed new gearbox for #7 lofter. All large gearboxes in the rail shipping and marine have now been replaced.

- Annual maintenance of all grain trippers, as well as modifications to tripper to bin spout to prevent grain spilling onto the floor.
- Conducted regular Premise Inspections as per GMP+ requirements.
- Inspect and service all ship loading winches and cables.
- Repair north west corner of 6 scale. The steel on this corner had fatigued and begun to crack. A new section of steel was welded over the fatigued portion.
- Overhauled and upgraded dust fans #1, #2, #3 and #14. The fan wheel was replaced with an anti-sparking wheel and bearings were replaced.
- Fabricate and install safety guard over drive shaft of #14 dust fan.
- Clean and paint scale test weights prior to certification by Measurements Canada.
- Modify all scale test weight carts. This involved adding safety rails around the weights, to keep the weights on the carts and installing new wheels.
- Completed annual maintenance of GSI grain dryer and all related equipment.
- Conducted perimeter fence and gate inspections and maintenance.
- Annual inspection and maintenance of annex bins and associated equipment.
- Installed second sump pump in basement of admin. Bldg. A. The higher than normal river level made this a necessity.
- The new belt for conveyor #7 was installed.
- The old conveyor belt was installed on conveyor 6A to replace a belt that was too thick to run in the cold months.
- The lubrication of all conveyor belts, drive pullies and gearboxes in the main house and Annex.
- The annual replacement of the dust socks.
- Started removal of return spouts from 6, 8 and 10 ship loading spouts. These return chutes have not been used in many years and allow water to enter the marine lofters.
- Collected oil samples from gearboxes for lab analysis. This is a predictive maintenance tool used to determine the life remaining of the lubricants in the gearboxes.
- Installed new gearbox on #6 receiving drag conveyor. Performed annual maintenance of this conveyor, which included lining the spout from the conveyor into the lofters with urethane liner.
- Repaired bin aerators 641, 642, 241 and 244. The perforated steel in these aerators is still in good condition but the anchors had come loose. The ducts were cleaned and the anchors were replaced improving their functionality.
- Repair chute leading to ship loading spout 12. This chute had developed several grain leaks during the previous ship loading project.
- Replace broken support pins for 15 loading spout.
- Install steel sheeting over top of deteriorating concrete at bottom and marine scale floor windows.
- Weekly, monthly and quarterly dust system inspections and maintenance.

Health and Safety / Training / Environment

Health and Safety continues to be a priority at the port with consultant John McGeough from Prevention and Regulatory Solutions completing valuable training in the following areas:

- Port H&S rules and Port Security
- Marine Security
- Respirator safety
- Confined Space Permit training
- Review of environmental ECA conditions to ensure compliance



Below is a summary of the health and safety program activities for the 2019 year that were assisted by Prevention and Regulatory Solutions Ltd.

Management Support

- Met with management regularly to identify short and longer-term areas of program development and training.
- Conducted a 3-year effectiveness review of the hazard prevention program (HPP) and issued a report to management and safety committee. The report concluded that the system was working well, and some minor recommendations were provided.
- Updated the HPP program, including the procedure, newly identified risks and prevention programs, and updates to the detailed risk assessment. Reviewed with management and safety committee, then finalized.
- Participated in a follow-up site visit by an inspector from the federal government's Labour Program. He assessed the action items contained in the Assurance of Voluntary Compliance, and left satisfied that all specified items were being adequately addressed.
- Implemented the substance use / fit for duty program, including training for all personnel, and enhanced content training for supervisors and management.
- Updated the contractor H&S rules document and forms for contractor certification and pre-start assessment. Conducted a training session for affected supervisors and managers.
- Made updates to the Port's Emergency Action Plan (EAP) and reviewed the draft plan with management.

General H&S Support

- Reviewed and updated H&S and security rules document and the accompanying training program. Reviewed these with management and safety committee, then conducted personnel training sessions.
- Updated the procedure for WHMIS (on 3-year review cycle), and assisted the safety committee with a WHMIS training assessment. Based on the positive assessment results, WHMIS training was deemed to be not required for 2019.
- Updated the general lockout procedure, site lockout listing, grain dryer lockout procedure, and lockout training program. Reviewed all updates with management and safety committee, and conducted personnel training sessions.

- Together with the confined space entry (CSE) team, updated CSE assessments and permit forms for 8 confined space classes that were expiring, based on the mandatory 3-year review cycle. Conducted a review training session covering CSE hazards and hazard assessment classes for personnel who were due for training.
- Updated training materials, exercises, and quizzes for working from height, and conducted personnel training sessions for all personnel.
- Conducted for respirator fit testing for all personnel following updated requirements specified in the CSA standard for respiratory protection.

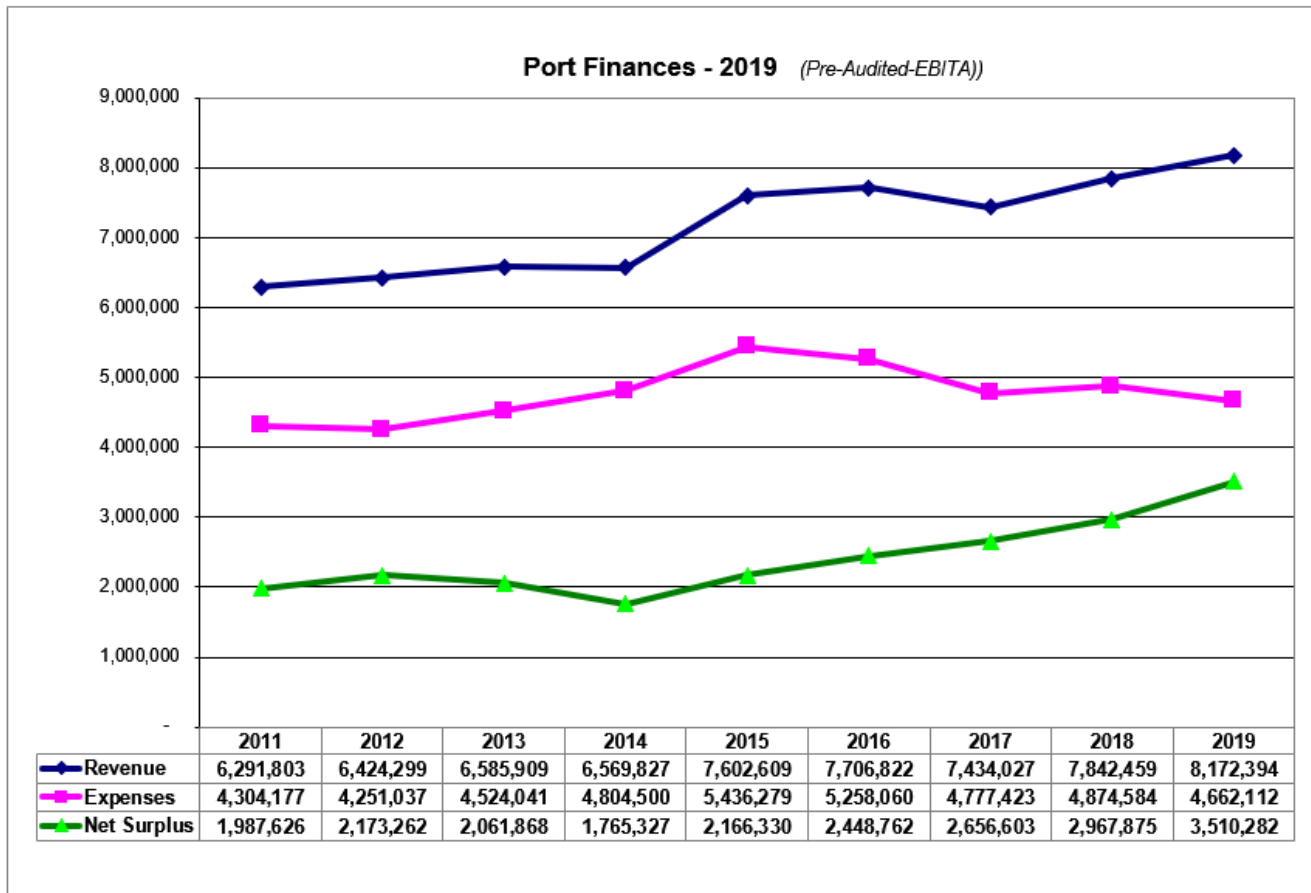
2019 Health and Safety Metrics

The following metrics were provided by Port Receptionist, who is also a member of the safety committee

Regular safety committee meetings	12
Special safety committee meetings	3
Workplace Inspections conducted	12
Incident or safety investigations conducted	10
Safety complaints filed	0
Work refusals filed	0
Accidents resulting in medical aid only	5
Accidents resulting in lost work days	2
Lost work days due to accidents	16.25
Total training hours by PandRS	36

FINANCE REPORT – Pre-audited EBITA

The Port of Johnstown, a division of the Township of Edwardsburgh Cardinal, has completed another very successful year. As detailed in the information below, we have finished 2019 with the highest revenues since the township acquired the port. The overall surplus has increased 4.2% over 2018 while expenses were lowered by 4.3% resulting in a record surplus of 3.5 million. This is an 18.2% increase over 2018 and is the fifth straight increase since 2014.

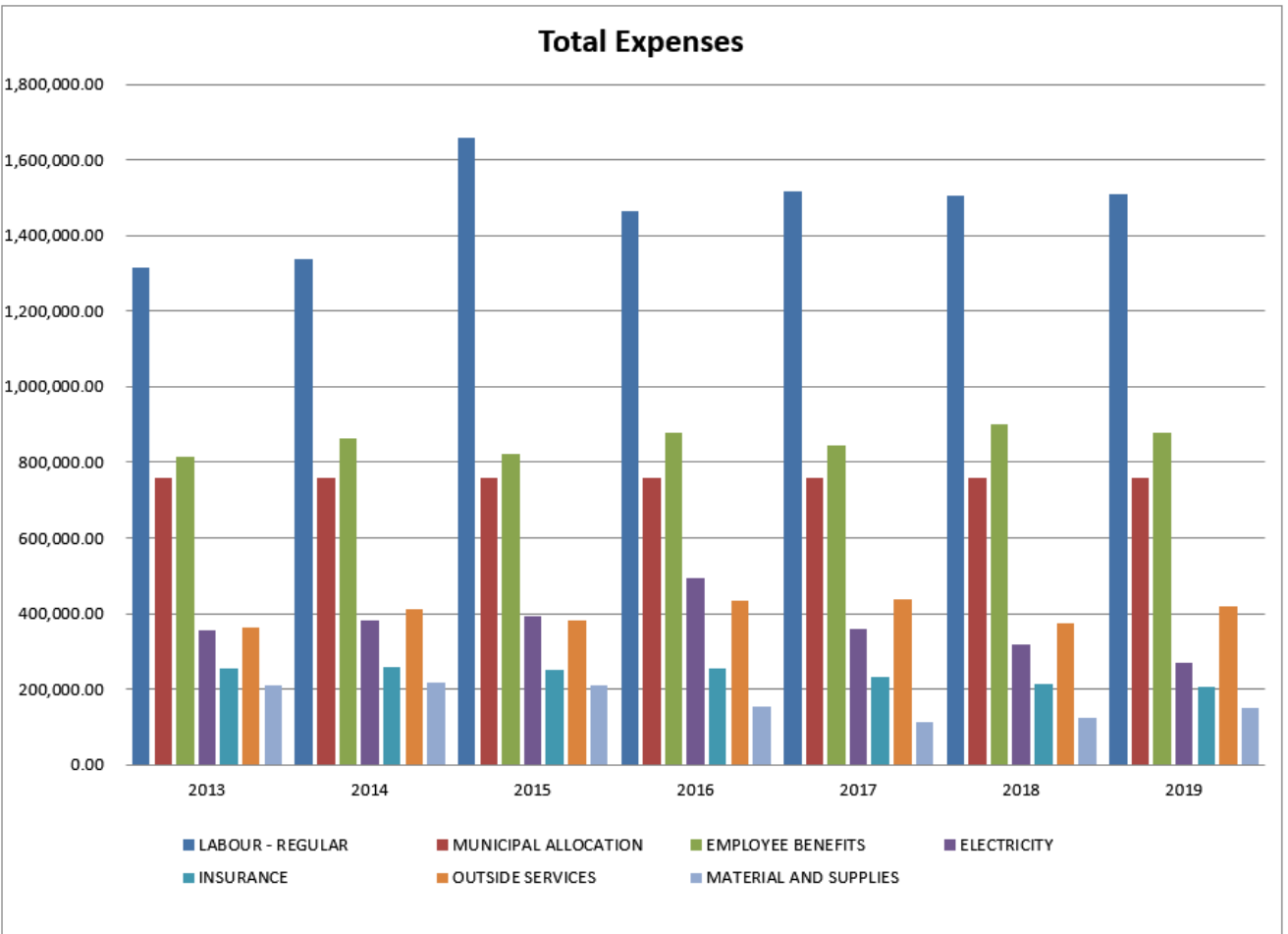
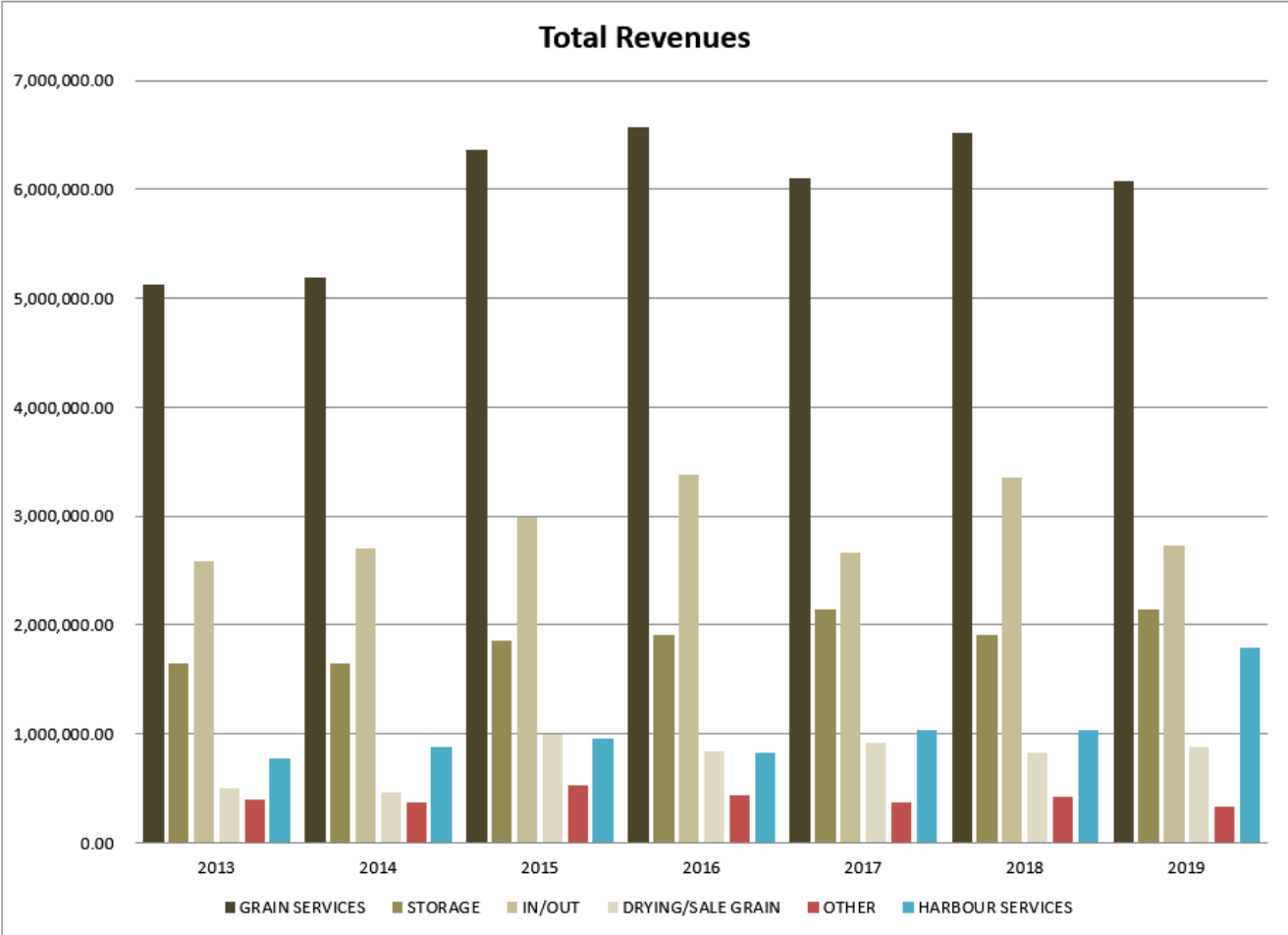


2019 Budget - Revenues / Expenses by Quarter

Jan. 13, 2020

FYE 2019 BUDGET	1ST QTR	2ND QTR	3RD QTR	4TH QTR	Total
BUDGET REVENUE	1,050,000	1,285,000	1,485,000	3,900,000	7,720,000
ACTUAL REVENUE	1,012,775	1,397,838	1,583,263	4,178,519	8,172,394
BUDGET OPER. EXPENSE	1,000,000	1,230,000	1,235,000	1,560,000	5,025,000
ACTUAL EXPENSE	983,681	1,140,643	1,138,321	1,399,467	4,662,112
BUDGET NET SURPLUS	50,000	55,000	250,000	2,340,000	2,695,000
*ACTUAL PROFIT	29,094	257,195	444,942	2,779,052	3,510,282
2009-2018 Actuals	1ST QTR	2ND QTR	3RD QTR	4TH QTR	Total
2018 REVENUE	840,124	1,150,186	1,633,737	4,218,410	7,842,457
2018 OPERATING EXP.	995,233	1,252,738	1,197,547	1,429,065	4,874,583
2018 NET SURPLUS	(155,109)	(102,552)	436,190	2,789,345	2,967,874
2017 REVENUE	789,446	1,268,062	1,617,288	3,759,231	7,434,027
2017 OPERATING EXP.	1,118,701	1,066,194	1,068,904	1,523,624	4,777,423
2017 NET SURPLUS	(329,256)	201,867	548,384	2,235,607	2,656,603
2016 REVENUE	920,382	1,305,343	1,347,954	4,133,144	7,706,822
2016 OPERATING EXP.	1,066,614	1,089,587	1,154,851	1,947,007	5,258,060
2016 NET SURPLUS	(146,232)	215,755	193,102	2,186,136	2,448,762
2015 REVENUE	668,203	1,301,025	1,979,858	3,653,523	7,602,608
2015 OPERATING EXP.	988,047	1,208,856	1,185,003	2,054,371	5,436,278
2015 NET SURPLUS	(319,845)	92,169	794,854	1,599,151	2,166,330
2014 REVENUE	900,947	1,220,444	1,374,870	3,073,567	6,569,827
2014 OPERATING EXP.	1,000,915	1,075,992	1,152,317	1,592,545	4,821,769
2014 NET SURPLUS	(99,969)	144,452	222,553	1,481,022	1,748,058
2013 REVENUE	916,144	876,808	1,260,291	3,445,665	6,498,909
2013 OPERATING EXP.	882,299	936,500	1,031,999	1,570,761	4,421,559
2013 NET SURPLUS	33,846	(59,692)	228,292	1,874,904	2,077,350
2012 REVENUE	1,001,076	1,267,195	1,594,203	2,561,825	6,424,299
2012 OPERATING EXP.	844,654	1,021,032	1,028,383	1,356,966	4,251,036
2012 NET SURPLUS	156,422	246,162	565,820	1,204,859	2,173,263
2011 REVENUE	1,058,110	1,010,541	1,716,133	2,747,541	6,532,325
2011 OPERATING EXP.	861,508	976,755	1,378,283	1,564,685	4,781,232
2011 NET SURPLUS	196,602	33,785	337,850	1,182,856	1,751,093
2010 REVENUE	936,698	1,026,004	1,905,557	3,293,821	7,162,080
2010 OPERATING EXP.	840,675	922,544	1,052,936	1,392,464	4,208,619
2010 NET SURPLUS	96,023	103,460	852,621	1,901,357	2,953,461
2009 REVENUE	842,188	1,166,092	1,594,734	2,702,336	6,305,350
2009 OPERATING EXP.	839,961	883,956	953,596	1,262,106	3,939,619
2009 NET SURPLUS	2,227	282,136	641,138	1,440,230	2,365,731

*All values are EBITA



2019 Port Highlights

Announcement from Minister of Transport



On August 6 of 2019, the Honourable Marc Garneau, Minister of Transport and MP Francois Drouin were received at the Port of Johnstown by mayor Pat Sayeau to officially announce a 4.8-million-dollar federal contribution under the National Trade Corridor Fund towards the Port of Johnstown’s Grain Export Infrastructure Renewal and Expansion Project.

Guests for the public announcement included members of the Port Management Committee, MP Michael Barrett, members of the Mohawk council of Akwesasne, Logistec stevedoring, Greenfield Global, various business representatives and members of the public.



Cruise Vessels

In 2019 the Port of Johnstown received a total of 10 cruise vessels. Although this was primarily due to high water levels in both Kingston and Prescott, the port was happy to accommodate the request to berth at the port.



Grain Elevator Tours and Presentations

- Brockville Newcomers Club – Port Staff
- Glengarry Soil and Crop Improvement Association – Port Staff
- Logistics group from CFB Borden – Port Staff



Members of Mohawk of Akwesasne take a tour of the elevator at POJ
Curtis Lazore, Kylee Tarbell, Abraham Francis, Chief Edward Roundpoint, Chief Tobi Mitchell

Grain Elevator Tours and Presentations Cont'd.



Ken Carey and Associates from St. Lawrence Seaway Management tour POJ



MP Michael Barrett, seen here with mayor Pat Sayeau, tours the Port of Johnstown in support of the Port of Johnstown’s Grain Export Infrastructure Renewal and Expansion Project.

Retirement Announcements

On December 20, 2019 the port had a special retirement luncheon for Lance Stephenson, long time employee at the Port of Johnstown. We wish Lance all the best in his retirement years.

We would also like to wish Debra McKinstry, past CAO of the township, a happy retirement as she moves on to the next chapter of her life.

Happy Retirement!

Christmas lunch – Thank you to our staff

On December 21, Port staff and committee members were provided with a nice Christmas lunch at the Prescott Golf course in appreciation for a job well done. It was a great opportunity to give thanks to staff for their efforts throughout the year. Mayor Pat Sayeau, councilor Hugh Cameron and committee member Joe Hendricks were all part of the festive activities. As well, I was able to take the opportunity to introduce Dave Grant, the new CAO of the township. Best of luck Dave, in your new position.

GM Closing Remarks

To our customers, we appreciate your loyalty and we will continue to make investments and improvements so that we can provide safe and efficient services for today and into the future. Thank you on behalf of all our staff, our committee members and our council.

I would also like to thank our Port of Johnstown Management Committee past and present for their continued support with our efforts. We have come a long way since the original purchase of the grain elevator twenty years ago. To keep the continuity of our business and continued growth during six different terms of council demonstrates the commitment to the port and the faith that they have in their staff.

These are indeed exciting times as our port is now firmly positioned in both the agricultural and marine sectors. The next decade will bring many challenges, however, with our continued investments into our future through infrastructure renewal, staff training and expansion, we will meet and exceed those challenges.