Massachusetts Port Authority
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July 1, 2026

Dear Port of Boston Customers,

The Port of Boston continues to expand its influence across the Northeast, serving more than 2,500 importers and exporters annually and reaching 15 million consumers throughout the region. The Paul W. Conley Marine Terminal ("Conley Terminal") now offers direct connectivity to over 35 global seaports, including China, Southeast Asia, Europe, and Latin America, through partnerships with six major ocean carriers.

This enhanced global reach underscores the strategic investments made by Massport and its partners, including dredging Boston Harbor, acquiring three state-of-the-art ship-to-shore cranes, constructing a new berth, developing a dedicated freight haul road for trucking, and expanding landside terminal capacity. These efforts are reflected in our efficient operations, with an impressive container move count at 30 gross moves per hour (GMPH) and an industry-leading truck turn time averaging 30 minutes for dual transactions.

To encourage all importers and exporters to ship their ocean freight via Conley Terminal, Massport provides an annual Container Incentive Program (the "**Program**"). 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 Program for another year (i.e., July 1, 2026, through and including June 30, 2027, which coincides with Massport's fiscal year).

Applications for the FY2027 Program will open on July 1, 2027, and all required documentation will be available on our website.

CONTAINER INCENTIVE PROGRAMS:

A. Incremental Container Volume Incentive Program:

All importers and/or exporters who ship at least 150 loaded containers via Paul W. Conley Container Terminal from July 1, 2026, through June 30, 2027 (the "Incentive Program Period") will be eligible for a **$40 per container** incentive for incremental loaded containers shipped in excess of prior year's volume, which is from July 1, 2025, through June 30, 2026 (the "**Baseline Period**").

1. To qualify all importers and/or exporters must meet the following criteria:
   a. Move at least 150 total loaded containers through Conley Terminal during the Baseline Period.
   b. Exceed its Baseline Period loaded volume at Conley Terminal by at least one (1) container; and
   c. Document the incremental growth at the end of the Incentive Program Period by submitting on a form provided by Massport the following information to Massport by September 3, 2026:
      i. A list of all loaded import and/or export containers moved via Conley Terminal during the Baseline Period.
      ii. A list of all loaded import and/or export containers moved via Conley Terminal during the Incentive Program Period.
      iii. A signed affidavit by an authorized party on your behalf 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 **50** loaded "reefer" containers via Conley Terminal from July 1, 2026, through June 30, 2027 {the "**Incentive Program Period**") will be eligible for a $50 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 by an authorized party on your behalf 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, 2026, through June 30, 2027 (the "**Incentive Program Period**") will be eligible for a $40 per container incentive for all loaded containers of recycled fibers and/or forest products above the aforesaid 3,500 loaded containers 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 by an authorized party on your behalf verifying the accuracy of the information submitted.
2. Documentation to evidence that exporter is based in New England may include the following:
   a. Articles of Organization or Annual Corporate Reports that were filed with exporter's Secretary of State's Office - Corporation Division that show they are in good standing to do business in the State and have local offices.
   b. A snapshot of exporter's webpage that shows the locations of its businesses being based in New England.
   c. Company letterhead that lists the location of exporter's business.
   d. If exporter is a publicly traded companies, a copy of its quarterly or annual filings with the SEC.

The above Incentive Programs are subject to the following:

1. The Port Director or their designee has exclusive discretion and final determination of the adequacy of the documentation for the qualifying container totals and corresponding incentive amount payable.
2. Program payments will only be payable for loaded containers more than 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.

On behalf of Massport, we appreciate your continued support and advocacy to utilize New England's only full-service container gateway. Should you have any questions regarding the Program, please do not hesitate to contact the undersigned.

Sincerely,

Fritz Sanzone
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