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COURSE BROCHURE

# Port Governance and Concession Oversight Training Course

29 March – 2 April 2027
Dar es Salaam

**jupiterprime.uk**

info@jupiterprime.uk

Registered in the United Kingdom and Saudi Arabia

# Port Governance and Concession Oversight Training Course

**Ref:** 1003_38003 **Date:** 29 March – 2 April 2027 **Location:** Dar es Salaam **Fees:** 7900 GBP

Port Governance and Concession Oversight is a 1-week training course for port authority executives, terminal concession managers and port performance leads in which participants build a port concession accountability plan. Ports now compete on reliable vessel turnaround while operating terminals are increasingly run by private concessionaires, so authorities need clear rules for steering performance they do not directly control. Jupiter Prime Training delivers this course on Port Governance and Concession Oversight.

## Why Port Governance and Concession Oversight Matters Now

Three forces shape port oversight: shipping lines consolidating into alliances that bargain hard over berth windows, private terminal operators holding long concessions, and public owners asking whether port land and quay assets earn a fair return. Weak performance clauses can tie an authority for decades to a terminal that underinvests; sound monitoring lets it renegotiate and rebalance tariffs. The course rests on the landlord, tool and service port models and on public-private partnership PPP contract practice.

## Who Gains Most from Port Governance and Concession Oversight

- Officials who draft, award and renegotiate terminal concession agreements
- Executives who set port strategy, tariffs and capital priorities for a port authority
- Terminal operator leads who report quay, yard and gate performance to the landlord
- Analysts who compile berth occupancy, crane productivity and dwell time figures
- Board secretaries and audit leads who oversee port company accountability

A port authority sending its concessions, finance and operations leads together gains most, leaving with one shared view of terminal obligations.

## Port Governance and Concession Oversight Capabilities

Participants learn to read terminal figures as a landlord and turn clauses into levers on operator behaviour.

- Assess which port governance model fits each terminal and service — port board and owners
- Specify berth, yard and gate performance indicators for concession contracts — concession negotiators
- Calculate berth occupancy, crane moves per hour and container dwell time — operations reviewers
- Weigh penalties, bonuses and step-in rights against investment incentives — finance and legal leads
- Design a reporting cycle between concessionaire and authority — audit and board committees
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Communicate performance gaps and remedies to shipping lines and owners — port leadership

## Key Port Governance and Concession Oversight Terms

- Landlord port — a model in which the authority owns land and quay while private operators run terminals and equipment.
- Concession agreement — a long-term contract granting an operator the right to run a terminal in return for fees and obligations.
- Berth occupancy — the share of available berth time during which vessels are alongside, a signal of congestion risk.
- Ship turnaround time — the total time a vessel spends in port from arrival to departure.
- Minimum throughput clause — a term requiring the operator to handle a stated volume or pay a shortfall fee.
- Step-in right — the authority's contractual power to take over terminal operation when the concessionaire seriously defaults.

## Port Governance and Concession Oversight Day by Day

### Day 1: Port Governance Models and Roles

- Public Service, Tool and Landlord Port Models — Choosing Ownership Roles
- Port Authority Mandates and Board Structures — Separating Regulator From Operator
- Stakeholder Mapping of Lines, Shippers and Communities — Balancing Port Interests
- Port Asset Registers and Land Leases — Protecting Public Quay Value
- Corporatisation and Port Company Charters — Clarifying Accountability Lines

### Day 2: Port Performance Indicators

- Ship Turnaround and Waiting Time Measures — Judging Service to Shipping Lines
- Berth Occupancy and Berth Productivity Ratios — Planning Quay Capacity
- Crane Moves per Hour and Gross Productivity — Benchmarking Terminal Operators
- Yard Utilisation and Container Dwell Time — Releasing Stacking Space
- Truck Gate Turn Time and Appointment Data — Easing Landside Congestion

### Day 3: Concession Contracts and Clauses

- PPP Concession Structures and Tender Design — Selecting Terminal Operators
- Fixed Fees, Royalties and Throughput Charges — Sharing Terminal Revenue
- Investment Schedules and Equipment Obligations — Securing Quay Upgrades
- Penalty, Bonus and Step-In Clauses — Enforcing Operator Performance
- Renegotiation Triggers and Dispute Mechanisms — Handling Changed Market Conditions

## Day 4: Concession Oversight in Operation

- Concession Monitoring Units and Reporting Templates — Tracking Contract Obligations
- Independent Audits of Throughput Records — Verifying Royalty Payments
- Tariff Reviews and Price Caps — Protecting Port Users From Abuse
- Port Community Systems and Data Sharing — Building Oversight Evidence
- Case Reviews From Container and Bulk Terminals — Drawing Oversight Lessons

## Day 5: Practising the Port Concession Accountability Plan

- Applying Governance Model Choices to a Live Terminal — Setting Oversight Scope
- Building a Terminal Indicator Dashboard — Linking Measures to Clauses
- Testing Penalty and Incentive Settings Against Scenarios — Refining Contract Levers
- Drafting a Concessionaire Reporting Calendar — Fixing Review Cycles
- Presenting the Port Concession Accountability Plan — Securing Board Endorsement

## Applying Port Governance and Concession Oversight After the Course

- Run a berth occupancy, crane productivity and dwell time review for one terminal against its concession clauses.
- Lead a clause-by-clause audit of one concession agreement, listing obligations that lack a measure or a remedy.

## Port Governance and Concession Oversight Questions FAQ

### What is Port Governance and Concession Oversight and why does it matter now?

Port Governance and Concession Oversight is the way a port owner steers terminals run by private operators. It matters now because concessions last decades, shipping alliances demand reliable berth windows, and owners expect a fair return on public quay and land.

### Which roles gain most from Port Governance and Concession Oversight training?

Concession officials, port authority executives, terminal performance leads and audit staff gain most. Each handles contract obligations, indicator reporting or board accountability.

### How does Port Governance and Concession Oversight differ from a port and terminal operations course?

Port Governance and Concession Oversight looks at terminals from the owner's seat. An operations course teaches how to run quay cranes, yards and gates, whereas this course teaches how to set, measure and enforce the obligations of whoever runs them.

## What do you bring back from Port Governance and Concession Oversight training?

You bring back a structured plan for one terminal. It links each concession clause to an indicator, a reporting cycle and a remedy.

## Port Governance and Concession Oversight: The Way Forward

The port concession accountability plan first informs whether an existing terminal agreement needs a renegotiation request or simply stricter monitoring. Concession units, finance leads and the port board use it to schedule reviews and challenge operator reports. After its first full reporting cycle, revisit the balance between penalties and investment incentives.