

# Port Finance Seminar

**April 17-19, 2018**

**Savannah, Georgia**

*A program developed by the AAPA Port Finance Committee*

## Tuesday, April 17

8:00 – 8:30 a.m.

(Grand Studio Foyer)

### Registration/Continental Breakfast

8:30 – 9:00 a.m.

(Grand Studio)

### Welcome and Opening Remarks

*Ed McCarthy, Chief Operating Officer, Georgia Ports Authority  
Andrew Palomares, Chairman, AAPA Finance Committee  
Deputy Executive Director, CFO/CAO,  
Port of Hueneme/Oxnard Harbor District*

9:00 – 10:30 a.m.

(Grand Studio)

### Economic/Financial Overview

#### **Moderator:**

*Andrew Palomares, Chairman, AAPA Finance Committee  
Deputy Executive Director, CFO/CAO,  
Port of Hueneme/Oxnard Harbor District*

#### **Speaker:**

*Dr. Walter Kemmsies, Managing Director, Economist and Chief Strategist,  
JLL Ports Airports and Global Infrastructure, Baltimore, MD*

10:30 – 10:45 a.m.

(Grand Studio Foyer)

### Mid-Morning Break

10:45 a.m.– 12:15 p.m.

(Grand Studio)

### Port Claims Best Practices Roundtable

*Join fellow port risk managers for a lively discussion on the various types of claims seen in the port industry and share best practices on how these claims are addressed. Discussion will include claims related to the cruise industry, bulk and container, hurricane, contractors/construction, cyber, rail, etc. Participation is welcome!*

#### **Discussion Leader:**

*Cindi J. Heffernan, CPCU, Vice President, McGriff, Seibels & Williams, Inc.,  
Mercer Island, WA*

#### **Panelists:**

*Chris Ford, Chief Operating Officer, Property Claim Advocacy, Aon Risk Solutions,  
Chagrin Falls, OH  
Kevin Drew Malpas, Manager, Risk Management, Alabama State Port Authority  
Shannon Feeley, Risk Manager, Canaveral Port Authority  
Edward K. McDonald, Risk Director, Port of Portland*

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**Tuesday, April 17** (continued)

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12:15 – 1:30 p.m.  
(22 Square Restaurant)

**Lunch**

Sponsored by **PFM Group**



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1:30 – 2:30 p.m.  
(Grand Studio)

**Impact, Recovery, and Lessons Learned from Cyber Attacks**

*Hacking Experiences  
Prevention  
Best Practices*

**Moderator:**

*Alherd Kazura, Chief Financial Officer, North Carolina State Ports Authority*

**Speakers:**

*Daniel Healy, Esq., Partner, Anderson Kill, Washington, DC.*

*Stephen R. Viña, Senior Vice President, Marsh, New York, NY*

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2:30 – 2:45 p.m.  
(Grand Studio Foyer)

**Mid-Afternoon Break**

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2:45 – 4:30 p.m.  
(Grand Studio)

**Contracts and Agreements**

*Tenants  
Construction  
General Discussion: Negotiation, Arbitration & Mediation*

**Moderator:**

*Drew Heaphy, PPM, Executive Director, St. Bernard Port, Harbor & Terminal District,  
Chalmette, LA*

**Speakers:**

*Stephen Palley, Partner, Anderson Kill, Washington, DC*

*Timothy R. Moorhead, Esq., Wright, Fulford, Moorhead & Brown, P.A., Altamonte  
Springs, FL*

*Rhonda D. Orin, Esq., Managing Partner, Anderson Kill, Washington, DC*

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5:30 – 6:30 p.m.  
(Terrace)

**Reception**

Sponsored by **Anderson Kill**



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**Wednesday, April 18**

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8:30 – 9:00 a.m.  
(Grand Studio Foyer)      **Continental Breakfast**

9:00 – 10:30 a.m.  
(Grand Studio)      **Resiliency Planning**  
*Resilience is the ability to anticipate, prepare for, and adapt to changing conditions and withstand, respond to, and recover rapidly from disruption. A resilience-based assessment is focused not only on protection but also on recovery, making sure that structures and services are fully restored in an acceptable amount of time.*

*Co-location Sites  
Business Interruptions  
Climate Considerations*

**Moderator:**

*Matthew Clark, PE, CENG, PMP, Senior Project Manager, W.F. Baird & Associates, Madison, WI*

**Speakers:**

*Jennifer Ogradnick, Engineer, W.F. Baird & Associates, Madison, WI  
(Understanding resilience can help manage climate risk. Adapting to the future climate requires innovation that incorporates uncertainty associated with data.)*

*Katherine Touzinsky of USACE – ERDC  
Measuring the Response and Recovery of Ports to the 2017 Hurricane Season  
(This presentation will provide an initial review of the 2017 hurricane season and some metrics to measure response at ports.)*

*Jamie Springer, Partner, HR&A Advisors, Inc.  
(This presentation will explore opportunities for major port authorities and other infrastructure agencies to collaborate with municipal and private entities to implement resiliency projects that leverage multiple funding sources and create multiple benefits in urban areas.)*

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10:30 – 10:45 a.m.  
(Grand Studio Foyer)      **Mid-Morning Break**

10:45 a.m. – Noon  
(Grand Studio)      **Understanding Tax Cuts and Jobs Act of 2017**  
*Location, location, location! How census tract-based federal designations could mean opportunity, empowerment and real economic development and growth for your port.*

**Speaker:**  
*Ruben Duran, Partner, Best, Best & Krieger, Attorneys at Law*

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Noon – 1:30 p.m.  
(22 Square Restaurant)      **Lunch**

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**Wednesday, April 18** *(continued)*

1:45 – 3:00 p.m.  
(Grand Studio)

**The Do's and Don't's of Managing Your Port's Bond Ratings, and Current Trends in Capital Markets**

*Ports now more than ever need to be mindful of their ratings with an eye towards enhancing them wherever possible. In this interactive session, the focus will not only provide information on capital markets but also some focus on bond ratings with case studies on successful upgrades and some pitfalls to avoid.*

**Moderator:**

*Andrew Palomares, Chairman AAPA Finance Committee, Deputy Executive Director, CFO/CAO, Port of Hueneme/Oxnard Harbor District*

**Speakers:**

*Kevin Archer, Associate, Infrastructure, S&P Global Ratings, Chicago, IL  
Emma Griffith, Director, Fitch Ratings, Global Infrastructure & Project Finance, New York, NY  
Ira Smelkinson, Executive Director, Morgan Stanley, New York, NY*

3:00 – 3:15 a.m.  
(Grand Studio Foyer)

**Mid-Afternoon Break**

3:15 – 5:00 p.m.  
(Grand Studio)

**Public Private Partnerships**

**Moderator:**

*Wonza Spann-Nicholas, Director, Finance, Maryland Port Administration*

**Speakers:**

*Mary Francoeur, Managing Director, PFM Financial Advisors LLC, New York, NY  
John Elliott, Senior Vice President, Strategic Rail Finance, Philadelphia, PA  
Henry W. Juan, Managing Director, Seabury Maritime PFRA LLC, New York, NY*

**Thursday, April 19**

8:30 – 9:00 a.m.  
(Grand Studio Foyer)

**Continental Breakfast**

9:00 – 9:15 a.m.  
(Grand Studio)

**Introduction: Planning and Investment Toolkit**

**Speakers:**

*Blair Garcia, PPM, V.P., U.S. Director - Maritime Division, WSP, Virginia Beach, VA  
Shannon McLeod, Senior Planner - Maritime Division, WSP, Virginia Beach, VA*

9:15 – 10:00 a.m.  
(Grand Studio)

**TIFIA & RRIF Programs: A Special Report**

**Speakers:**

*Jase Cabrera, Financial Policy Advisor, The Build America Bureau, U.S. Department of Transportation  
David Miller, Managing Director, The PFM Group, Orlando, FL*

10:00 – 10:15 a.m.  
(Grand Studio)

**Financing Strategies and Resources: VPA Project(s)**

*Rodney Oliver, Virginia Port Authority*

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**Thursday, April 19** *(continued)*

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10:15 – 10:30 a.m. **Mid-Morning Break**  
(Grand Studio Foyer)

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10:30 – 10:45 a.m. **Q&A and Breakout Activity Overview**  
(Grand Studio)  
*Jase Cabrera, Financial Policy Advisor, The Build America Bureau,  
U.S. Department of Transportation  
Shannon McLeod, Senior Planner – Maritime Division, WSP, Virginia Beach, VA*

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10:45 – 11:10 a.m. **Breakout Group Activity**  
(Grand Studio)

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11:10 – 11:30 a.m. **Breakout Group Outbrief, Q&A and Wrap-up**  
(Grand Studio)

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11:30 a.m. **Program Adjourned**

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