

Port Real Estate Issues Workshop

A one-day port property planning, leasing and funding conference

SEPTEMBER 18, 2018
Seattle Airport Marriott
3201 S 176th Street, Seattle, WA 98188

Tuesday, September 18

8:00 – 8:30 a.m. **Registration/Continental Breakfast**

Sponsored by:
Hugh Wood Inc.



8:30 – 8:45 a.m. **Welcome and Opening Remarks**

8:45 – 10:30 a.m. **Port Property Land-Use Planning – An Interactive Exercise**

Ports have long defended their land uses against economic and functional obsolescence. With the diminishing availability of developable land in and around seaports, and community outcries for more control, what can ports do with their real estate assets to ensure their economic survival and accommodate growing cargo and passenger volumes? After initial remarks to set the stage, workshop participants will be broken out into roundtables, each representing one of two teams (one a container port, the other a non-container port), share ideas based on different land-use issues, and prepare team report-outs.

Speaker:

Franc J. Pigna, Managing Director, Aegir Port Property Advisers, Coral Gables, FL

Container Port Team Leaders:

*Michael Inman, Manager, Business Development, Port of Prince Rupert (Canada)
Christie Coats, Director of Real Estate, Port of New Orleans
Kelly Orum Sims, Real Estate Manager, Alabama State Port Authority*

Non-Container Port Team Leaders:

*Mike Schiller, Director - Business Development, Port of Vancouver USA
Lisa Lefeber, Acting CEO/Executive Director, Port of Everett
Diahann Howard, Director, Economic Dvpt. & Gov. Affairs, Port of Benton (WA)*

10:30 – 10:45 a.m. **Break**

Tuesday, September 18 (continued)

10:45 a.m. –
12:15 p.m.

Innovative Port Real Estate Leases

Port real estate, particularly waterfront and near-water property, is an often misunderstood and undervalued asset. What factors must be considered when pricing port property? How much should risk play into port leases? How does a port wrest control back from a poorly-performing tenant? What's the port's role in the private-sector transfer/change of ownership of terminal leases? What are the implications of evolving federal regulations on new and existing tenants? Learn innovative ways of handling these and other lease issues in this fast-moving session.

Moderator:

Scott Carter, Managing Director, Jones Lang LaSalle Brokerage, Inc., Bellevue, WA

Panelists:

Mike Schiller, Director - Business Development, Port of Vancouver USA

Tom Tanaka, Deputy General Counsel, Port of Seattle

Delphine Prevost, Manager, Administration and Finance Services, Port of Oakland

12:15 – 1:30 p.m.

Lunch

1:30– 3:00 p.m.

Attracting/Retaining Non-Cargo Tenants to Lease Port Land

Some ports depend on sales and leases of their real estate assets to non-maritime commercial, industrial and retail enterprises as a major source of revenue. Learn how to identify synergies, install proper safeguards, create more effective port centric clusters with the right tenant mix, and what to do when prospective tenants have strong community support but don't add value to the port.

Moderator: Aaron Ellis, Public Affairs Director, American Association of Port Authorities

Panelists:

Terrie Battuello, CECD, Chief of Business Development & Marina, Port of Everett

Jeffrey Bishop, Executive Director, Port of Moses Lake (WA)

Shaun Sumner, Assistant VP, Real Estate Development, Port of San Diego

3:15 – 3:30 p.m.

Mid-Afternoon Break

Tuesday, September 18 (continued)

3:30 – 5:00 p.m.

Private Financing for Port Infrastructure - An Interactive Session

Port authorities can find themselves capital constrained and unable to fully fund the costs of developing port infrastructure needed to increase capacity and modernize. This session will begin with (i) a review of alternative methods to leverage private financing for public capital projects, and (ii) a survey of certain federal programs and policies relating to the use of public-private partnership models at ports. From there, the audience will break into two groups for facilitated discussions based on two case studies involving the use of private financing to develop port terminal and on-dock rail infrastructure. Discussions will focus on alternative means of procuring and financing port infrastructure, including opportunities and advantages along with constraints and risks presented by these models.

Facilitators:

Andrée M. Blais, Esq., Partner, Nossaman, LLP, Los Angeles, CA

Shant Boyajian, Esq., Associate, Nossaman, LLP, Washington, DC

John Elliott, Senior Vice President, Strategic Rail Finance, Philadelphia, PA

5:00 p.m.

Program Adjourns
