

AAPA Cruise Seminar

February 20-21, 2019

Miami Marriott Biscayne Bay

Wednesday, February 20

8:30 – 9:00 a.m.
(Salon F foyer and
Salons GHJK)

Registration and Continental Breakfast

Sponsored by
Port of Seattle



9:00 – 9:15 a.m.
(Salon F)

Welcome and Opening Remarks

Speaker:
Hydi Webb, Deputy Director, PortMiami

9:15 – 10:30 a.m.
(Salon F)

The State of the Cruise Industry – Part One

Moderator:
*Michael McLaughlin, Director Cruise Operations, Port of Seattle, Chairman,
AAPA Cruise Committee*

Speakers:
*Andy Stuart, President and CEO, Norwegian Cruise Line, Miami, FL
Roberto Fusaro, President, MSC Cruises USA, Ft. Lauderdale, FL*

10:30 – 10:45 a.m.
(Salons GHJK)

Break

Sponsored by
Skyline Steel LLC



10:45 a.m. – Noon
(Salon F)

The State of the Cruise Industry – Part Two

Moderator:
Janine Mansour, Director of Marketing, Port of New Orleans

Speakers:
*Gary Frommelt, Vice President of Port Operations, American Queen Steamboat
Company, New Albany, IN
Angela Composto, Senior Vice President, Sales and Marketing, The Ritz-Carlton
Yacht Collection, Miami, FL*

Wednesday, February 20 (continued)

12:00 – 12:30 p.m. **Keynote Address**
(Salon F)

Introduction:

Juan Kuryla, PPM, Port Director, PortMiami

Speaker:

Gonzalo M3rtola, President, Interamerican Committee of Ports of the Organization of American States (OAS); President, Port of Buenos Aires, Argentina

12:30 – 1:30 p.m. **Luncheon**
(Salons GHJK)

1:30 – 2:45 p.m. **Cruise Terminal Design**
(Salon F)

Moderator:

Christopher Chase, Business Development Manager, Port of Los Angeles

Speakers:

Luis Ajamil, P.E., President & CEO, Bermello, Ajamil & Partners, Inc., Miami, FL
Antonio Boemi, Vice President, Growth and Development, Montr3al Port Authority, Canada

2:45 – 3:00 p.m. **Break**
(Salons GHJK)

Sponsored by

Bermello Ajamil & Partners



3:00 – 4:15 p.m. **Cruise Terminal Design (continued)**
(Salon F)

Moderator:

Christopher Chase, Business Development Manager, Port of Los Angeles

Speakers:

Miguel Reyna, Associate Vice President, Commercial Development & Construction, Royal Caribbean Cruises Ltd., Miami, FL
Dylan DeFrancisci, U.S. CBP Port Director, Fort Lauderdale
Loren B. Ajamil, Director of Advanced Technologies, Bermello, Ajamil & Partners, Miami, FL

4:30 – 6:00 p.m. **Tour of the PortMiami Cruise Facilities**
Bus transportation will be provided.

6:00 – 7:00 p.m. **Reception**

The reception will be held at Cruise Terminal A, located at 2000 N. Cruise Blvd., Miami, FL. Bus transportation will be provided.

Sponsored by
PortMiami



Thursday, February 21

8:30 – 9:00 a.m.
(Salons GHJK) **Continental Breakfast**

9:00 – 10:30 a.m.
(Salon F) **Environment and Energy**

Moderator:

Adam Deaton, Senior Maritime Trade Account Rep., Port of San Diego

Speakers:

Carmen Ortega, Manager, Business Development, Vancouver Fraser Port Authority, CANADA

Richard Pruitt, Vice President Environmental Operations, Carnival Cruise Line

Chester J. Urban, Business Development Manager, Downstream LNG, Shell LNG Marketing & Trading, Houston TX

Michael Moltzen, Dep. Director, Transp. & Climate Div., EPA Office of Transportation and Air Quality, Ann Arbor, MI

10:30 – 10:45 a.m.
(Salons GHJK) **Break**

10:45 a.m. – Noon
(Salon F) **Managing Cruise Passenger Volumes: Engaging Your Communities**

Moderator:

Joseph W. Woods, Jr., Acting Port Director, Port Authority of the Cayman Islands

Speakers:

Alicia Ricalde Magaña, General Director, Administración Portuaria Integral de Quintana Roo, Mexico

Nancy Houley, Director Cruise Market, Quebec Port Authority, Canada

Gisela Marti, Vice President, Marketing & Tourism, GMCVB (Greater Miami Convention and Visitors Bureau), Miami, FL

Noon – 12:15 p.m.
(Salon F) **Presentation of the 2019 AAPA Cruise Award**



Presenter:

Andrew Saporito, Port Deputy Director, The Port Authority of New York & New Jersey

Award Recipient:

Steven M. Cernak, P.E., PPM, Chief Executive/Port Director, Port Everglades

12:15 – 1:30 p.m.
(Salons GHJK) **Luncheon**

Thursday, February 21 (continued)

1:30 – 3:00 p.m.
(Salon F) **Cruise Terminal Operations — Guest Services, Ground Transportation and More**

Moderator:

Andrew Saporito, Port Deputy Director, The Port Authority of New York & New Jersey

Speakers:

Thomas Hinderhofer, Director, Northeast Port Operations, RCCL, Cape Liberty Cruise Port LLC, Miami Cruise Terminal A LLC

Kathy DeLisser, Ceres Terminals Incorporated, Vancouver, Canada

Kenneth E. Winkler, General Manager, Ports America, Manhattan Cruise Terminal, New York, NY

Dustin Nason, Vice President Cruise Division, SSA Marine

3:00 – 3:15 p.m.
(Salons GHJK) **Break**

3:15 – 4:45 p.m.
(Salon F) **Strategies to Market Your Port**

Moderator:

Cynthia Burman, General Manager, Cruise Maryland, MDOT Maryland Port Administration, Baltimore, MD

Speakers:

Greg Lovelace, Director, Mktg & Business Dev, Cargo & Cruise, Port Tampa Bay

Marie Ellingson, Manager Cruise Services, Port of Seattle

Andria Muñoz-Amador, Director of Public Relations, PortMiami

René Trépanier, Executive Director, Cruise the Saint Lawrence, Rimouski, QC Canada

4:45 – 5:00 p.m.
(Salon F) **Closing Remarks**

Michael McLaughlin, Director Cruise Operations, Port of Seattle, Chairman, AAPA Cruise Committee

5:00 p.m. **Seminar Adjourns**
