

*A meeting to share maritime economic development, marketing, customer relations and real estate transactions case studies*

**MONDAY, OCTOBER 14, 2019**

Granby D Meeting Room (3<sup>rd</sup> Floor)  
Hilton Norfolk The Main  
100 E Main St, Norfolk, VA 23510

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**Monday, October 14, 2019**

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8:00 – 8:15 a.m.      **Welcoming Remarks and Self-Introductions**

*Amy Miller, Chair, Maritime Economic Development Committee*

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8:15 – 9:15 a.m.      **Sharing Maritime Economic Development Case Studies**

*In this meeting, participants will hear up to six economic development case studies discussed by representatives of ports and port services providers. To request one of the available presenter slots below, please call or email MED Committee liaison Aaron Ellis – (703) 706-4714 or [aellis@aapa-ports.org](mailto:aellis@aapa-ports.org).*

**Presenter #1:** Amy Miller, Port Director, [Port of Pensacola](#), talking about the port's new Vision Plan that provides clear direction to port staff and its board of directors (i.e. Pensacola City Council) as to what types of business activity the community will support at the port.

**Presenter #2:** Travis Black, Port Infrastructure Development Pgm. Team Leader, U.S. Department of Transportation [Maritime Administration](#), talking about applying for [Port Infrastructure Development Grants](#) and using the [Port Planning and Investment Toolkit](#).

**Presenter #3:** Franc J Pigna, Managing Director, [Aegir Port Property Advisers](#), and Andrew Palomares, Chief Financial Officer for the [Port of Hueneme](#), presenting a case study incorporating customer relations, marketing, economic development, strategic off-port land strategies and development of port-related logistics facilities.

**Presenter #4:** (open)

**Presenter #5:** (open)

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9:15 a.m.      **Meeting Adjourns**

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