



Alliance of the Ports of Canada, the Caribbean, Latin America and the United States

Port Finance Seminar

June 8 – 10, 2010

Marriott Norfolk Waterside
Norfolk, VA

(Business casual attire)

Tuesday, June 8

7:30 - 8:30 a.m.
(Hampton Foyer IV)

Registration and Continental Breakfast

8:30 - 8:45 a.m.

Welcome and Opening Remarks

(Hampton Roads Ballroom IV)

Kurt J. Nagle
President
American Association of
Port Authorities
Alexandria, VA

Jerry A. Bridges
Executive Director
Virginia Port Authority

Richert L. Self
Director of Administration & Finance
Lake Charles Harbor and Terminal District

8:45 - 10:15 a.m.

Session 1: Asset Management – Portfolio Options

(Hampton Roads Ballroom IV)

Moderator:
Mike Macaluso
Chief Financial Officer
Tampa Port Authority

Speakers:
Nelson Bush
Senior Managing Consultant
Public Financial Management Inc.
Richmond, VA

Erik Stromberg
Consultant
Wilmington, NC

10:15 - 10:30 a.m.
(Hampton Foyer IV)

Break

10:30 a.m. - Noon

Session 2: Business Valuations, Public vs. Private

(Hampton Roads Ballroom IV)

Moderator:
Richert L. Self
Director of Administration & Finance
Lake Charles Harbor and Terminal
District

Stephen Shaffer
Managing Director
Tangling Infrastructure Advisors
New York, NY

Speakers:
Franco J. Pigna
Managing Director
Aegir LLC Port Property Advisers
Miami Beach, FL

Noon – 1:30 p.m.
(Hampton Roads I-III)

Lunch

Case Study: Port Everglades' staff experiences with planning, procuring and implementing a Port wide integrated Harbormaster/Revenue Management System.

Speaker:
Mary Meynarez, C.P.A.
Director of Finance
Port Everglades

Tuesday, June 8 *(continued)*

1:30 – 2:45 p.m. **Session 3: Operational/Strategic Planning**
 (Hampton Roads Ballroom IV) **Moderator:**
R. Wayne Byrd, CPA
Director of Finance
Port of Galveston

Speaker:
M. John Vickerman, Jr.
President
Vickerman & Associates, LLC
Williamsburg, VA

2:45 – 3:00 p.m. **Break**
 (Hampton Foyer IV)

3:00 – 4:15 p.m. **Session 4: Roundtable Budget Process**
 (Hampton Roads Ballroom IV) **Discussion Leader:**
Daniel R. Hodgkins
Chief Financial Officer
Port of Corpus Christi Authority
Corpus Christi, TX

Speakers:
Jeff L. Strader, CPA
Chief Financial Officer
North Carolina State Ports Authority

Mr. Self

Rodney W. Oliver, PPM, CPA
Deputy Executive Director of
Administration and CFO
Virginia Port Authority

5:00 – 7:00 p.m. **Welcome to Norfolk Reception: The Living Sea Area at Nauticus**
 • Sponsored by **Public Financial Management**

Enjoy fellowship and local cuisine in "The Living Sea Landing" at **Nauticus** on the downtown Norfolk waterfront. **Nauticus** is a contemporary museum that uses the natural setting of Norfolk's harbor to showcase global maritime commerce. Located on the third floor, this area includes the aquaria section, live sharks, various interactive exhibits, and a weather station.

*****Nauticus** is located on the waterfront, just a short walk down Main Street from the hotel.



Wednesday, June 9

8:00 – 8:30 a.m. **Continental Breakfast**
 (Hampton Foyer IV) • Sponsored by **Bintech** and **CODIX**



8:30 – 9:45 a.m. **Session 5: Trends and New Approaches in Port Financing**
 (Hampton Roads Ballroom IV) **Moderator:**
Mr. Oliver

Speakers:
Ira Smelkinson
Executive Director
Morgan Stanley
New York, NY

David Miller
Managing Director
The PFM Group
Orlando, FL

Wednesday, June 9 *(continued)*

9:45 – 10:00 a.m.
(Hampton Foyer IV)

Break

10:00 - 11:30 a.m.
(Hampton Roads Ballroom IV)

Session 6: Insurance Update – Panel Discussion

Moderator:
Cindi J. Heffernan, CPCU
Managing Director
Hugh Wood Inc.
Seattle, WA

Pre-Loss Contractor Selection
Rob Robbins
BELFOR
Fort Worth, TX

Speakers:
Insurance Marketplace Update
Ms. Heffernan

Pre-Loss Business Interruption
Roland A. Hoffman
Partner
Matson, Driscoll & Damico
New York, New York

Loss Control Valuation
Mike Johnson
Hugh Wood Inc.
Seattle, WA

11:30 am-1:00 p.m.
(Hampton Roads I-III)

Lunch

- Sponsored by **Hugh Wood Inc.**



1:00 – 2:30 p.m.
(Hampton Roads Ballroom IV)

Session 7: GASB/FASB and IFRS

Moderator:
Regina Brayboy
Treasurer & Director of Financial
Services
Virginia International Terminals, Inc.
Norfolk, VA

Convergence of International
Accounting Standards
Dr. John Brozovsky
Department of Accounting and
Information Systems
Virginia Polytechnic Institute and
State University
Blacksburg, VA

Speakers:
John D. Cavanaugh
Partner
Cavanaugh, Nelson, PLC
Norfolk, VA

2:30 – 2:45 p.m.
(Hampton Foyer IV)

Break

2:45 – 4:00 p.m.
(Hampton Roads Ballroom IV)

Session 8: Dredging Financing

Moderator:
Brent R. Leslie
Chief Financial Officer
Cleveland-Cuyahoga County Port Authority

Barry W. Holliday
Executive Director
Dredging Contractors of America
Washington, DC

Speakers:
Richard T. Worthington
Advisor
Steinberg & Associates
McLean, VA

Wednesday, June 9 *(continued)*

Evening

Harbor Tour on the paddleboat: *Carrie B*

- Boarding at pier adjacent to **Half Moon Cruise Facility**

Thursday, June 10

8:00 – 8:30 a.m.
(Hampton Foyer IV)

Continental Breakfast

8:30 – 10:00 a.m.

Session 9: Economic Update

(Hampton Roads Ballroom IV)

Moderator:
Mr. Strader

Speaker:
Walter Kemmsies, Ph.D.
Chief Economist
Moffatt & Nichol
New York, NY

10:00 – 10:15 a.m.
(Hampton Foyer IV)

Break

10:15 – 11:45 a.m.

Session 10: Recouping Security Costs

(Hampton Roads Ballroom IV)

Discussion Leader:
Daniel R. Hodgkins
Chief Financial Officer
Port of Corpus Christi Authority

Panelists:
Mr. Macaluso

Ms. Meynarez

11:45 a.m. – Noon
(Hampton Roads Ballroom IV)

Closing Remarks

**(possible 15 hours of continuing education credit)*