

March 13, 2019

Dear AAPA Member,

Odgers Berndtson has been retained by the American Association of Port Authorities to conduct the international search for AAPA's next CEO in replacing Kurt Nagle who has announced his pending retirement. The Odgers team is working under the direction of a Search Committee composed of AAPA Executive Committee members and past AAPA chairs from each region and delegation. Will Friedman, current AAPA Board chair, is chairing the search committee.

The Search Committee would like to obtain input from AAPA members at this initial stage of the search process. Therefore, we are reaching out to solicit your views on strategic and other issues related to this effort. We want to ensure that we are inclusive in obtaining your views on the following major issues:

- What do you believe are the most critical skills and traits required in the next CEO?
- Is your preference for someone with maritime/port/transportation industry experience or would you prefer to see an experienced Association professional or alternatively, what combination of experiences do you think are optimal?
- In looking at AAPA's current strategy and with a view toward the future, what do you see as the most compelling challenges, threats, obstacles, and opportunities that the organization is presented with today?

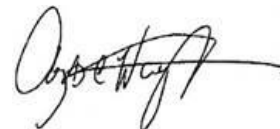
We realize that these issues are significant and require careful reflection. Please revert to us by e-mail with your thoughts to: AAPACEO@odgersberndtson.com no later than COB Friday, March 29th. All responses will be handled confidentially and there will be "no member attribution" relative to your comments and observations.

Attached is a copy of the AAPA CEO position description. We thank you for your time and deliberation on these paramount issues. Your collaboration and participation in this effort are critical to a successful outcome. If you have any specific nominations please advise us in your response.

Sincerely,



Tim C. McNamara, K.D.
Vice Chairman & Partner
Head of Transportation & Infrastructure
Practice



Conrad Woody
& Partner
Head of the U.S. Corporate and Government
Affairs Practice

Enclosure: Position Description

Cc: Diana Farmer, Senior Associate (diana.farmer@odgersberndtson.com)