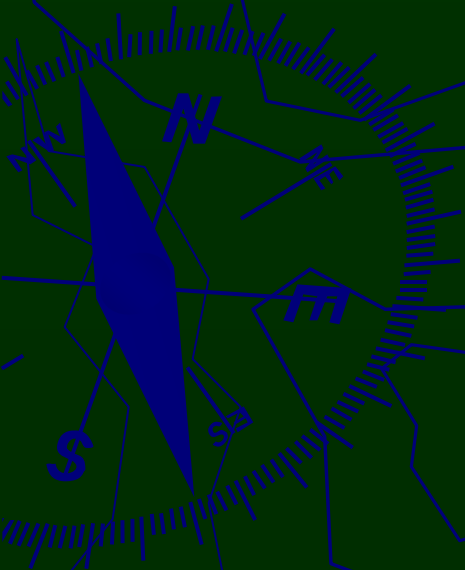


**Good Governance,
Good Management,
and Public Support
Equal Great Results !**



The U.S. Port Authority “Industry”

74

U.S. “AAPA” Port Authorities



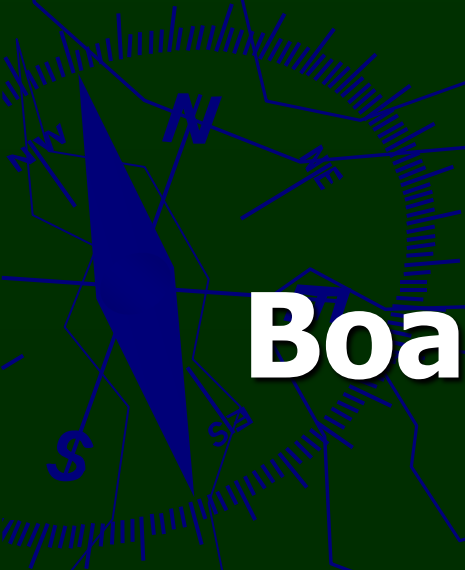
The Port Authority "Industry"

74

U.S. "AAPA" Port Authorities

479

Board Member Positions



The Port Authority "Industry"

479

Board Member Positions

46 Boards --Appointed

27 Boards---By Public Election

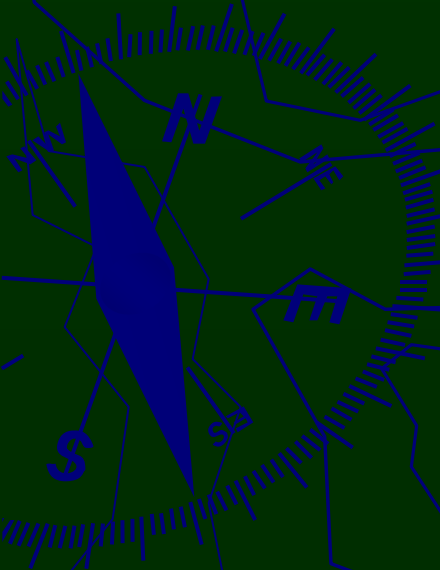


The Port Authority "Industry"

Total Operating Revenues

\$4.0 Billion

+ -



The Port Authority "Industry"

**Total Operating Revenues
\$4.0 Billion**

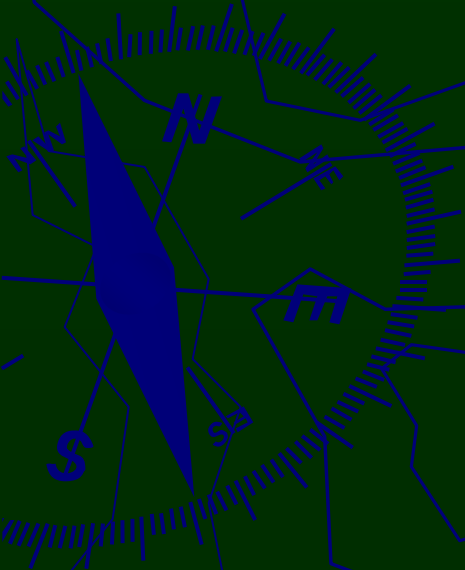
**Long Beach and Los Angeles
18 %**



13 Million

By

13, 200

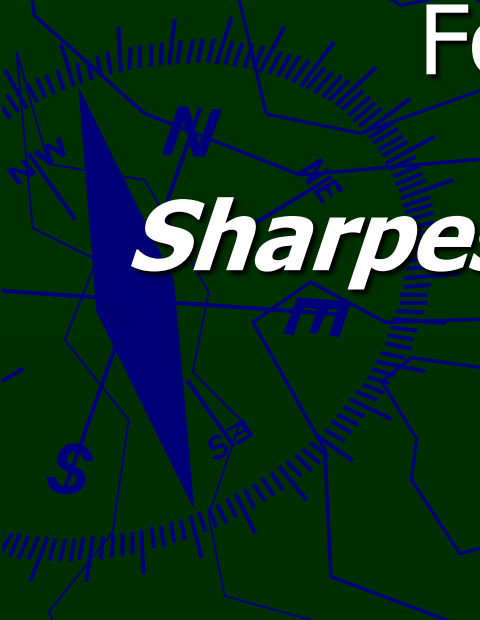


WORLD TRADE

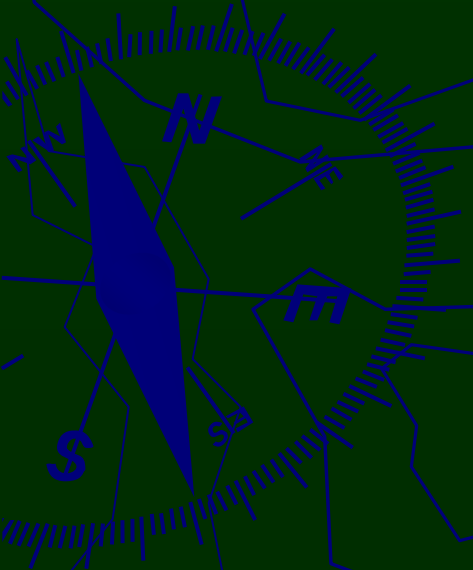
Declined in 2009–

For First Time Since 2001

Sharpest Drop Since World War II



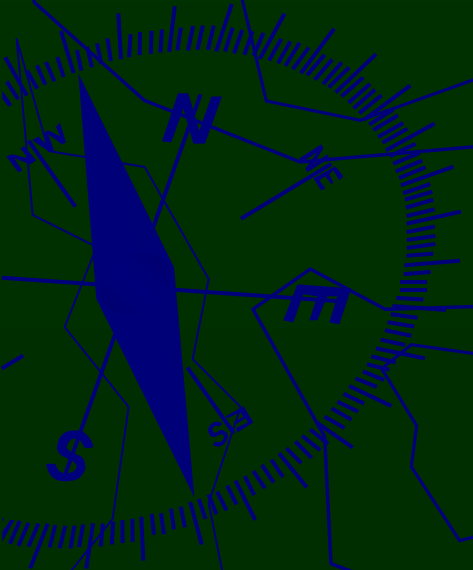
The **GREAT RECESSION**



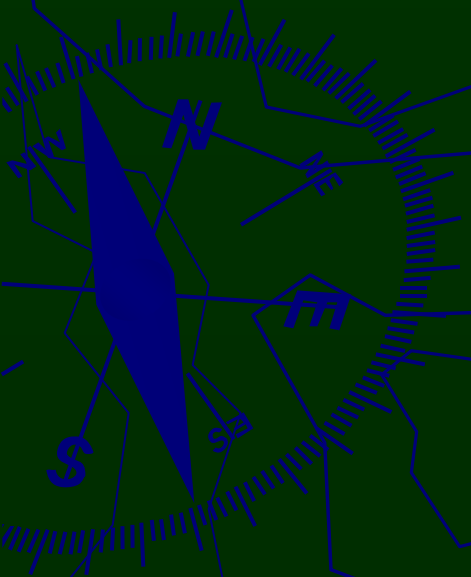
Governance And Management Challenged At Your Port ?

**Efficacy of Planning, Marketing,
Lease Structures.**

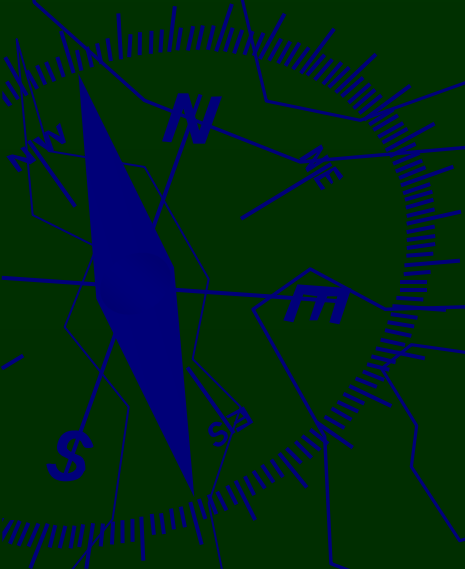
Tests and Tune-ups



“ Recessed ”



“ Progressed ”



Recession Scorecard

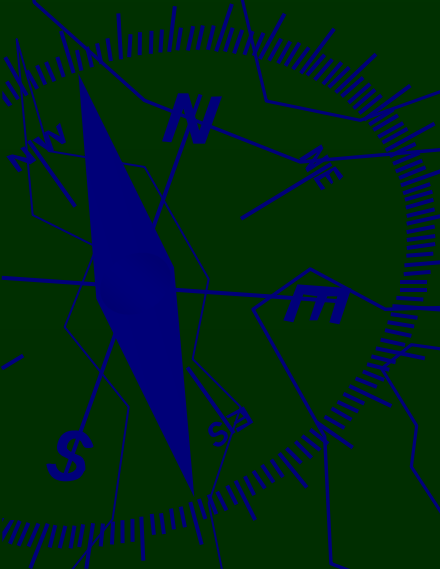
Business Volumes



Recession Scorecard

Business Volumes

Operating Revenues

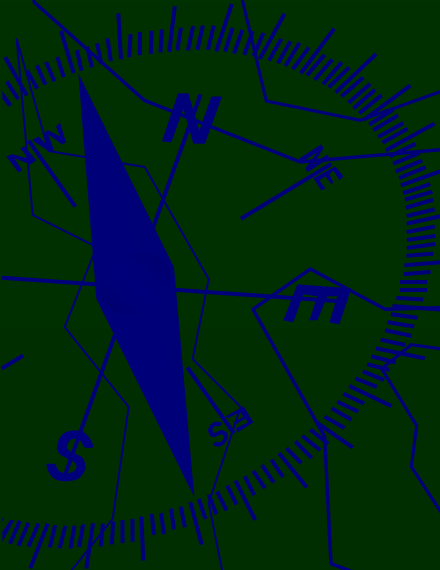


Recession Scorecard

Business Volumes

Operating Revenues

Operating Income



Recession Scorecard

Business Volumes

Operating Revenues

Operating Income

Balance Sheet Strength

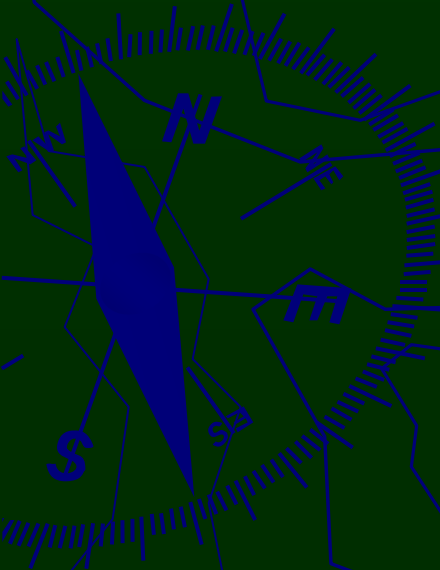


Recession Scorecard

So,

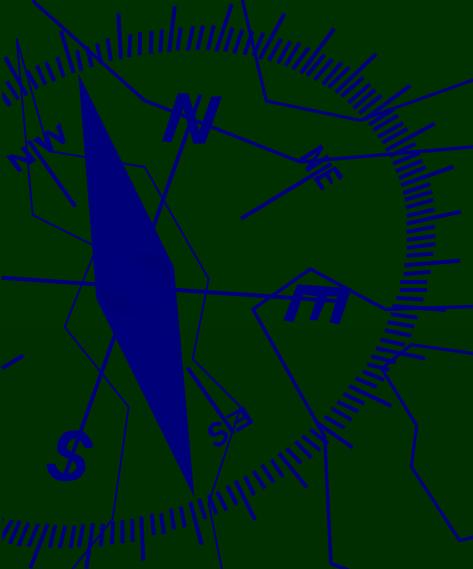
It was **GREAT RECESSION....**

How'd You Do?



Recession Scorecard

Customer Relations



Recession Scorecard

Customer Relations

Leases/Operating Agreements

(Concessions and Rebates)



Recession Scorecard

Customer Relations

Leases/Operating Agreements
(Concessions and Rebates)

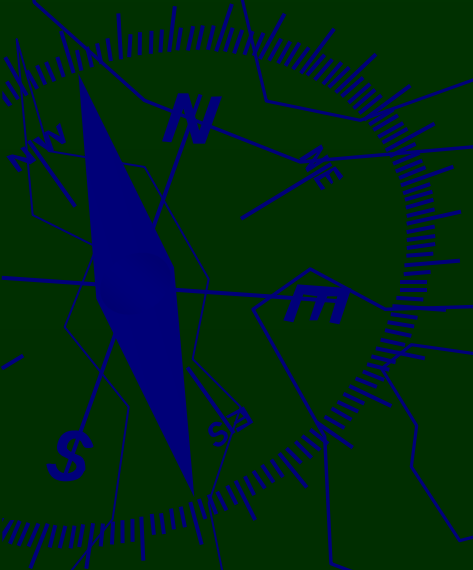
Effective ? Worth It ?



Recession Scorecard

Precedents

**Value
Costs**

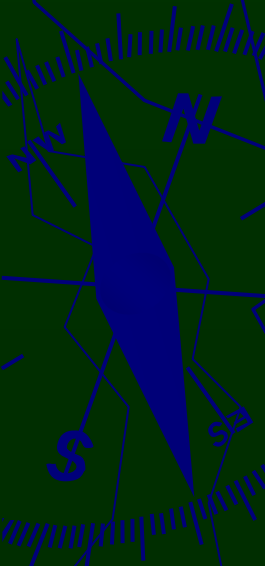


Recession Scorecard

Subsidy

Received

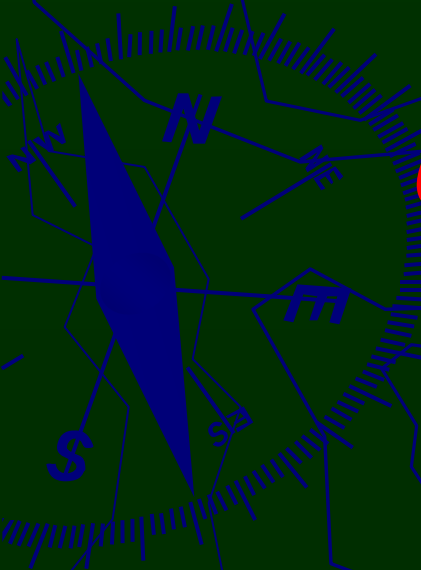
Given



Recession Scorecard

Financing Strategies

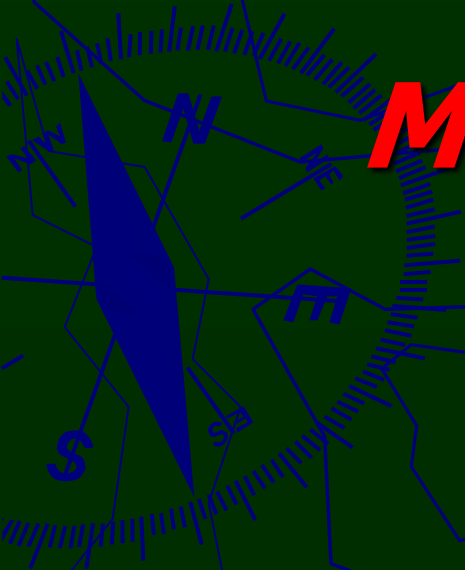
Costs and Confidence



Recession Scorecard

Board/Management

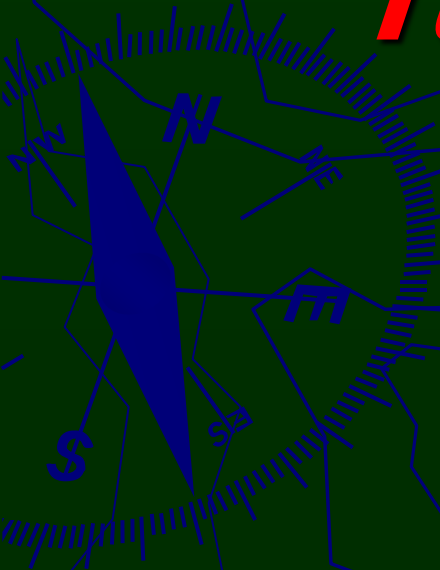
Mutual Expectations



Recession Scorecard

Organization:

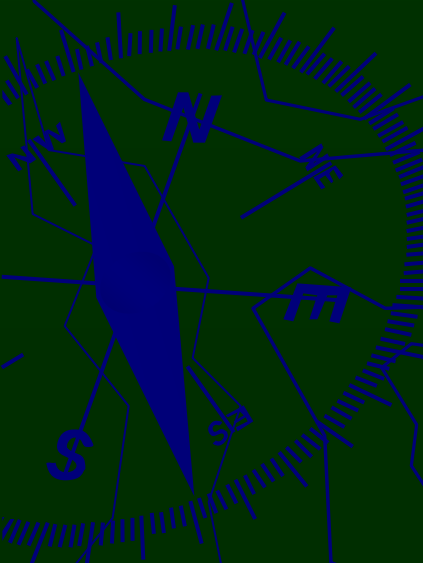
Tune-Up or Turmoil



Recession Scorecard

Community Relations

Expectations !!

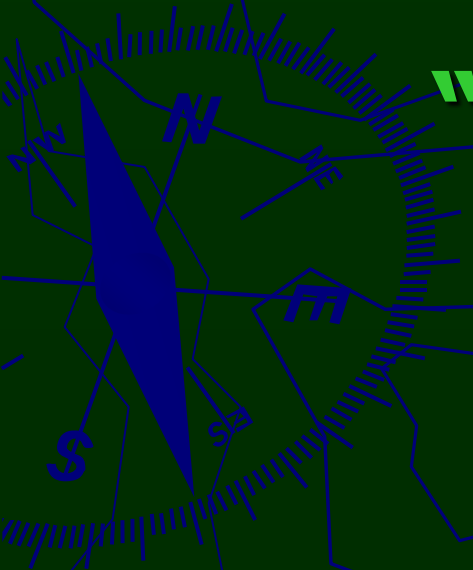


Green Theme Is Real

Green Planning

Green Mindset

“Moral Obligation?”





**Is The Federal Role
In U.S. Port System Changing?**

Economic Stimulus
Quick Sand.... or Gold Mine ?

"TIGER"

Transportation Investment Generating Economic Recovery

**New transportation projects will be
stamped with the TIGER logo**



Closing Session

Board Member Compensation Trends

“Trouble” Spots

Fostering & Rewarding Good Management

Consultants

Open Dialogue Session



Wednesday afternoon

