

Special Seminar for Port Authority Commissioners June 26 - 28, 2012 Port of Montreal

AAPA and National Port Policy

AAPA Centennial

U.S. and Canada Port Policies

Canadian Port System

National Policies Changes in Mid-Nineties

U.S. “Changes” Begin in “Eighties

Strategic Issues

Fed funding for dredging

Corps' ponderous processes

Pacific trade trends

Ocean carriers consolidations/Deregulation

Union and Labor Realities

Capital strategies

Environmental regulatory impacts

Geo-political and macro-economic trends

Panama Canal

Board Members/Commissioners

Well-informed?

Experts?

Well-informed experts?

Superior Knowledge

Strategic Issues

Fed funding for dredging

Corps' ponderous processes

Pacific trade trends

Ocean carriers consolidations/Deregulation

Union and Labor Realities

Capital strategies

Environmental regulatory impacts

Geo-political and macro-economic trends

Panama Canal

U.S. Federal Shipping Channel Performance and Policies

Warp In Strategic Planning – Even For Low
Dredging Ports

Learn from Canada, Europe ?



The Most Important Function in
any public port authority is.....

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any public port authority is.....

Governance

Up-to-Date ?

Enabling Acts – Charter

By-Laws

Communications Protocol

What's Important
and how "Important"

- Finance and fiscal management
 - **Marketing:**
**ships/cargo/industrial & commercial
development**
- Organizational management
 - Community Relations
- **Board Management Relationships-**
Board- Board Relationships
The HARMONY Factor

One to Five

Financial

Community Relations

Marketing – Business Development

Organizational Oversight

“Harmony Factor”

“The port is doing great and I love my job except for those _____”

“The Port is doing well, now if we could just get _____ off their butts and.....”

A port director/ceo once declared:

“The port is doing great and I love my job except for **those board members.....**”

A port authority board chairman, to an editorial review board once declared:

“The Port is doing well, now if we could just get ***the director and his team*** off their butts.....”

The Reality of “Good Faith”

Priority 2012



Harmony !

Priority 2012- New Marketing Reality



The “Market”

The Host Community

Succession Planning

Real

“Coaching”

It's Legal – so it's right.

Right ?

How many ways for a
port authority board
member to find
trouble....

Oversight of Management

“.....It’s the rule the public applies
without variation.....

So how long does it take for
any public official to understand it.....”

“It’s About **Perception**, *Stupid...*” !