



Port Finance Seminar

April 17 – 19, 2012

Marriott Miami Biscayne Bay
Miami, FL

(Business casual attire)

Tuesday, April 17

7:30 - 8:30 a.m. **Registration and Continental Breakfast**
(Salon E Foyer)

8:30 - 8:45 a.m. **Welcome and Opening Remarks**

(Salon E)

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

Bill Johnson
Port Director
PortMiami

María Natalia Urriza
Supervisora Administrativa
Consortio de Gestión del Puerto de
Bahía Blanca
ARGENTINA
Chair, AAPA Finance Committee

8:45 - 10:15 a.m. **Session 1: Capital Markets**

(Salon E)

Moderator:
Angela Kukoda
Senior Vice President
FirstSouthwest
Los Angeles, CA

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

Jeffrey D. Holt
Managing Director
BMO Capital Markets
Huntsville, UT

10:15 - 10:30 a.m. **Break**
(Salon E Foyer)

10:30 a.m. – Noon **Session 2: Asset Management**

(Salon E)

Speakers:
Erik Stromberg
Consultant
Wilmington, NC

Thomas J. Heidt, PPM
Vice President – Finance and
Administration
Port of Houston Authority

Noon – 1:30 p.m. **Lunch**

(Salon F)

Tuesday, April 17 *(continued)*

1:30 – 2:45 p.m.

Session 3: Latin American Update: Innovation

(Salon E)

Moderator:

*Sra. María Natalia Urriza
Supervisora Administrativa
Consortio de Gestión del Puerto de
Bahía Blanca
ARGENTINA*

Speaker:

*Luisa Aarón
Chief Financial Officer
Sociedad Portuaria de Santa Marta S.A.
COLOMBIA*

2:45 – 3:00 p.m.

Break

(Salon E Foyer)

3:00 – 4:15 p.m.

Session 4: GASB/FASB

(Salon E)

Moderator:

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

Speaker:

*Todd A. Webster
Practice Fellow
Governmental Accounting Standards
Board
Norwalk, CT*

Evening

Miami Marlins – Chicago Cubs *(optional)*

Contact Ed O'Connell for your tickets,
eoconnell@aapa-ports.org

(limited tickets for sale)



Wednesday, April 18

8:00 – 8:30 a.m.

Continental Breakfast

(Salon E Foyer)

8:30 – 9:45 a.m.

Session 5: Panama Canal Update

(Salon E)

Moderator:

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

Speakers:

*James R. Brennan
Partner
Norbridge, Inc.
Vienna, VA*

*Anne Landstrom
Principal Advisor, Commercial Group
Moffatt & Nichol
Oakland, CA*

9:45 – 10:00 a.m.

Break

(Salon E Foyer)

10:00 - 11:30 a.m.

Session 6: Economic Overview

(Salon E)

Moderator:

*Mike Macaluso
Chief Financial Officer
Tampa Port Authority*

Speaker:

Ms. Landstrom

Wednesday, April 18 *(continued)*

11:30 am-1:00 p.m. **Lunch**
(Salon F)

1:00 – 2:30 p.m. **Session 7: Insurance Update**
(Salon E)

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

Speakers:
Insurance Update
*Michael R. Johnson
Managing Director
Hugh Wood Inc.
Seattle, WA*

The Age of the Occupy Movement
*Debbie Bovee
First Vice President
Alliant Insurance Services
Seattle, WA*

Cyber Liability
*Cindi J. Heffernan, CPCU
First Vice President
Alliant Insurance Services, Inc.
Seattle, WA*

2:30 – 2:45 p.m. **Break**
(Salon E Foyer)



- *Sponsored by Hugh Wood Inc.*

2:45 – 4:00 p.m. **Session 8: Infrastructure Investment for the Future**
(Salon E)

Moderator:
*Parul Shukla
Director of Finance & Administration
Port of Wilmington, Delaware – Diamond*

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

Thursday, April 19

8:00 – 8:30 a.m. **Continental Breakfast**
(Salon E Foyer)

8:30 – 10:00 a.m. **Session 9: Lessons Learned in Port Real Estate Purchasing, Development and Leasing**
(Salon E)

This session will address challenges to, and lessons learned from, adding property to a port's real estate inventory, then developing and leasing it. Leasing issues such as environmental requirements, efficiency incentives and rates of return will also be discussed.

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

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

*Larry R. Downs
Chief Financial Officer/Secretary-
Treasurer
Alabama State Port Authority*

Thursday, April 19 *(continued)*

10:00 – 10:15 a.m. **Break**
(Salon E Foyer)

10:15 – 11:30 a.m. **Session 10: Automated Document Management Systems**
(Salon E)

Moderator:
Mr. Oliver

Speaker:
Steve M. Lewis
President and CEO
SML, Inc.
Information Analysis, Design, Planning
and Training
Vero Beach, FL
