



# Maritime Economic Development Workshop

“Driving Port Capital Improvements”

June 27-28, 2013

Courtyard by Marriott – Magnificent Mile  
Chicago, IL

In June 2012, AAPA released the results of its latest port infrastructure investment survey, which shows that U.S. ports and private-sector investors are planning \$46 billion in capital improvements through 2016. This workshop will explore the factors that drive port infrastructure spending, analyze the risks and rewards for undertaking such investments, and discuss how capital improvements can propel additional business development and influence better intermodal connections with a port.

## Thursday, June 27

8:00 – 8:30 a.m.  
(Ontario A)

### Registration/Continental Breakfast

8:30 – 9:00 a.m.  
(Ontario A)

### Welcome and Opening Remarks

*Mr. Aaron Ellis  
Public Affairs Director  
AAPA*

*Mr. Anthony G. Ianello  
Executive Director  
Illinois Int'l Port District  
The Port of Chicago*

*Ms. Kristin Decas  
Chair  
AAPA Maritime Economic  
Development Committee and  
Executive Director  
Port of Hueneme (CA)*

9:00 – 9:45 a.m.  
(Ontario A)

### Solving Port Infrastructure Investment and Connectivity Needs

*According to a 2012 AAPA member survey, U.S. member ports and their marine terminal partners plan to spend a record \$46 billion through 2016 to improve terminals and related infrastructure. Conversely, a recent American Society of Civil Engineers “Failure to Act” report shows the detrimental impacts of federal under-investment in connecting land and waterside infrastructure. This session will address these infrastructure investment challenges, their impact on the competitiveness of ports in world markets, and options for funding.*

#### **Introduction:**

*Mr. Randy Blankenhorn  
Executive Director  
Chicago Metropolitan Agency for  
Planning (CMAP)  
Chicago, IL*

#### **Keynote Speaker:**

*Mr. Paul Bloom  
Vice President  
Goldman, Sachs & Co.  
Seattle, WA*

9:45 – 10:00 a.m.  
(Ontario A)

### Break

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**Thursday, June 27** (continued)

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10:00 – 11:15 a.m.  
(Ontario A)

**Bolstering Business by Better Understanding Port Customers**

*In 2012, AAPA worked with Dalhousie University's Port Performance Research Network to offer AAPA members an opportunity to identify users' perceptions of the quality of service at member ports. Dr. Brooks will discuss data that can help ports retain and gain business by better understanding their customers and users; identify areas where ports may reduce costs or allocate resources in the most effective manner; assist ports to become better positioned in the eyes of their customers and users; and identify touch points of underperformance, challenges and threats, as well as opportunities for new business.*

**Introductions:**

Mr. Ellis

**Speakers:**

Ms. Mary R. Brooks, Ph.D.  
William A. Black Chair of Commerce  
Dalhousie University  
Halifax, NS, Canada

Ms. Nina Malone  
Director, Business Analysis and Strategy  
Virginia Port Authority

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11:15 a.m. –  
12:30 p.m.  
(Ontario A)

**Ideas and Opportunities for Port Business Expansion**

*Learning about new, unusual and "out-of-the-box" port business opportunities is one of the reasons for attending programs like this. This session will explore a number of business expansion ideas, ranging from transshipping cargo and handling wind power components to providing alternative energy services like LNG bunkering.*

**Discussion Leader:**

Mr. Edward C. Anthes-Washburn  
Deputy Port Director  
Port of New Bedford

Mr. Bill Hanson  
Vice President, U.S. Business Development  
Great Lakes Dredge and Dock Co. LLC  
Oak Brook, IL

**Speakers:**

Mr. Steven "Greg" Borossay  
Senior Manager, Trade & Cargo  
Development – Marine Division  
Port of Portland (OR)

Mr. Richard D. Stewart, Ph.D.  
Professor, Department of Business and  
Economics  
Director, Transportation and Logistics  
Research Center  
University of Wisconsin-Superior  
Superior, WI

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12:30 – 2:00 p.m.  
(Viand Bistro – main dining  
room)

**Luncheon**

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**Thursday, June 27** (continued)

2:00 – 3:30 p.m.  
(Ontario A)

**What's New With Railroad Infrastructure and Corridor Development?**

*In this session, you will hear an update on the CREATE project and from key railroad executives about actual and planned rail infrastructure investments that will speed the movement of cargo to and from ports.*

**Discussion Leader:**

Mr. Jeffrey J. Sriver  
CREATE Program Director  
Chicago Dept. of Transportation  
Chicago, IL

Mr. Dave Nelson  
General Manager  
Chicago Transportation Coordination Office  
General Manager, Operations – CTCO  
Canadian Pacific Railway  
Chicago, IL

**Speakers:**

Mr. Samuel Tuck III  
Bureau Chief  
Freight Rail and CREATE Program  
Illinois Department of Transportation  
Chicago, IL

Ms. Emily Kushto, P.E., Ph.D.  
Division of Public & Intermodal  
Transportation  
Illinois Department of Transportation  
Chicago IL

Mr. William C. Thompson, P.E.  
CREATE Program Manager  
Association of American Railroads  
Chicago, IL

Mr. Wesley Lujan  
Assistant Vice President – Public Affairs  
Union Pacific Railroad  
Chicago IL

Ms. Audrey Wennink  
CREATE Program Technical Advisor  
Cambridge Systematics Inc.  
Chicago IL

3:30 – 3:45 p.m.  
(Ontario A)

**Break**

3:45 – 5:00 p.m.  
(Ontario A)

**Discussion on the Development of Inland Terminals**

*Panelists will discuss the factors that should be considered in deciding whether to develop an inland terminal, including lessons learned.*

**Discussion Leader:**

Mr. Adam Wasserman  
Managing Partner  
Global Logistics Development Partners  
Scottsdale, AZ

Mr. Jim Martell  
CEO  
Ridge Property Trust  
Chicago, IL

**Speakers:**

Mr. Keith Stauber  
Regional Managing Director –  
Industrial Services  
Jones Lang LaSalle America, Inc.  
Chicago, IL

Mr. Greg Edwards  
Director of External Affairs  
Virginia Port Authority

6:00 – 7:00 p.m.  
(Ontario A&B)

**Evening Reception**

**Hosted by Illinois International Port District – The Port of Chicago**



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## Friday, June 28

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8:30 – 9:00 a.m.  
(Ontario A)      **Continental Breakfast**

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9:00 – 10:30 a.m.  
(Ontario A)      **Sparking Investments in Industrial and Commercial Properties**  
*In an era dogged by reports of sagging sales, business closings and foreclosures, what can port authorities do to encourage private-sector development in commercial/ industrial properties both within and near their ports? Commercial property and warehouse development professionals will discuss the impact of the recession on industrial real estate as well as the factors driving investment decisions and location selection.*

**Introductions:**  
Ms. Kathryn McDermott  
Deputy Executive Director  
Port of Los Angeles

**Speakers:**  
Ms. Rachel C. Vandenberg, P.E.  
Vice President  
AECOM  
Los Angeles, CA

Mr. John C. Morris  
Industrial Services Lead, Americas  
Cushman & Wakefield  
Rosemont, IL

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10:30 – 10:45 a.m.  
(Ontario A)      **Break**

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10:45 am – Noon  
(Ontario A)      **Perspectives on Creating More Competitive Supply Chain Logistics**  
*In this session, you will hear from a panel of supply chain logistics professionals representing various regions, discussing their perspectives on how to maximize efficiency throughout the supply chain and the role that ports can play.*

**Discussion Leader:**  
Mr. Rick Blasgen  
President/CEO  
Council of Supply Chain  
Management Professionals  
Lombard, IL

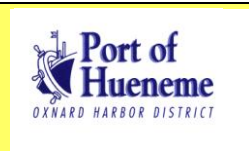
Mr. Page Siplon  
Executive Director  
Center of Innovation for Logistics  
Savannah, GA

**Speakers:**  
Mr. Richard Sharpe  
CEO  
Competitive Insights  
Atlanta, GA

Mr. Brent Lindstrom  
Director of Business Development  
Neovia  
Downers Grove, IL

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Noon      **Workshop Adjourns**



*Following the workshop, the AAPA Maritime Economic Development Committee will meet until 3:30pm. Attendance is optional, but the meeting is open to all and is not restricted to MED Committee members. Port of Hueneme is sponsoring lunch for committee meeting participants.*

12:30 – 3:30 p.m.  
(Ontario A)      **Maritime Economic Development Committee Meeting**

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3:30 p.m.      **Adjourn**

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