

*A Conference by the AAPA Maritime Economic Development Committee*

**FEBRUARY 24-25, 2015**

Hilton Pensacola Beach Gulf Front Hotel • Pensacola, Fla.

**Between 3:00 p.m. and 5:00 p.m. on Monday, Feb. 23, in the same hotel as the seminar, USDOT's Maritime Administration Transportation Analyst Stephen Shafer will lead a discussion on the new Port Development and Financing Toolkit. Immediately following that discussion in the same room, the AAPA Maritime Economic Development Committee will meet from 5:00 p.m. to 7:00 p.m. Both Monday afternoon meetings are open to all and not restricted to MED Committee members.**

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## Tuesday, February 24

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7:45 – 8:15 a.m.  
(Coral Reef Room /  
Tower Foyer 2-3)

### Registration/Continental Breakfast

8:15 – 8:30 a.m.  
(Coral Reef Room)

### Welcome and Opening Remarks

**Speakers:**

*Kurt Nagle  
President/CEO  
AAPA  
Alexandria, VA*

*Eduardo A. Campirano  
MED Committee Chair  
Port Director and CEO  
Port of Brownsville*

*Amy Miller  
Port Director  
Port of Pensacola*

8:30 – 9:15 a.m.  
(Coral Reef Room)

### Overview of Today's Energy Industry

*While fossil fuels continue to be the foundation of most energy-dependent nations, businesses worldwide are also investing in virtually every alternative technology.... from wind, water, geothermal and solar power to lithium batteries and even fuels made from algae. Transportation of these energy commodities, as well as the need for landside assets for production and storage, will continue to provide new and exciting economic development opportunities for ports. Our keynote speaker will overview today's burgeoning energy industry and offer his expert's perspective on what lies ahead.*

**Introduction:**

*Mr. Nagle*

**Speaker:**

*Barry Worthington  
Executive Director  
U.S. Energy Association  
Washington, DC*

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**Tuesday, February 24** *(continued)*

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9:15 – 10:45 a.m.  
(Coral Reef Room)

**Case Studies on Non-Renewable Energy Projects at Ports**

*This session will feature examples of how seaports are handling various types of non-renewable energy projects, ranging from coal, crude oil and refined petroleum, to LNG, methane and other gaseous energy commodities. Panelists will address some of the challenges of handling specific commodities, including community concerns, and discuss the opportunities for cargo growth, taxable investment and/or job creation (both creating and sustaining).*

**Moderator:**

Geir-Eilif Kalhagen  
Chief Executive Officer  
Port of Longview

David Koch  
CEO  
Port of Coos Bay

**Speakers:**

James K. “Jimmy” Lyons  
Director & CEO  
Alabama State Port Authority

Paul Aucoin  
Executive Director  
Port of South Louisiana

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10:45 – 11:00 a.m.  
(Tower Foyer 2-3)

**Mid-Morning Break**

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11:00 a.m. –  
12:15 p.m.  
(Coral Reef Room)

**Case Studies on Renewable Energy Projects at Ports**

*Presenters will provide case studies that look at marine terminal development and operations as they relate to handling renewable energy components and commodities, with a particular focus on the policy, permitting and funding challenges. This session will also identify community perceptions and misperceptions about developing renewable energy facilities at ports, and discuss opportunities for cargo growth, taxable investment and/or job creation (both creating and sustaining).*

**Moderator:**

Richard D. Cameron  
Managing Director  
Environmental Affairs & Planning  
Port of Long Beach

**Speakers:**

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

Allen Moeller  
Deputy Port Director,  
Operations & Facilities  
Port of Pascagoula

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12:15 – 1:30 p.m.  
(Aquamarine)

**Lunch**

Sponsored by: **PowerSecure Solar**  
PowerSecure Solar is a North Carolina-based sustainable energy company offering solar energy products and services for large industrial, commercial and utility-scale installations across the U.S.



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**Tuesday, February 24** *(continued)*

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1:30 – 3:00 p.m.  
(Coral Reef Room)

**Economic & Environmental Issues  
Related to Energy-Handling Facilities**

*This session will compare and contrast some of the potential economic development benefits vs. the environmental costs of undertaking different types of energy-handling projects at ports.*

**Discussion Leader:**

*Jeannie G. Beckett  
Principal  
The Beckett Group  
Gig Harbor, WA*

**Speaker:**

*Philip Hadfield  
Vice President,  
National Ports and Marine Group  
AECOM  
Long Beach, CA*

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3:30 – 3:45 p.m.  
(Tower Foyer 2-3)

**Mid-Afternoon Break**

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3:45 – 5:00 p.m.  
(Coral Reef Room)

**Increasing Project Success Through  
Coordination and Collaboration**

*Presenters in this session will address the benefits of strategic alliances, and how coordination and collaboration between ports, communities and regions may help energy-handling projects succeed.*

**Moderator:**

*Amy Miller  
Port Director  
Port of Pensacola*

*Danita Andrews  
Director of Business Development  
Greater Pensacola Chamber  
Pensacola, FL*

**Speakers:**

*E.C. "Buddy" McCormick  
Vice President – Pensacola Operations  
Offshore Inland Marine/DeepFlex  
Pensacola, FL*

*Tamara Fountain  
COO  
City of Pensacola  
Pensacola, FL*

*Craig Estabrooks  
Manager, Comm. & Gov't Relations  
Port Saint John  
Canada*

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6:00 – 7:00 p.m.  
(Pergola)

**Evening Reception**

*Hosted by: **Atkins***

*Atkins is one of the world's most respected design, engineering and project management consultancies.*

**ATKINS**

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## Wednesday, February 25

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8:00 – 8:30 a.m.  
(Tower Foyer 2-3) **Continental Breakfast**

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8:30 – 10:00 a.m. **What's Hot, What's Not for Energy Projects?**

(Coral Reef Room)

*Panelists in this session will forecast the likely future demand for different types of energy commodities or components, including both renewable and non-renewable fuels. Presenters will detail what they believe offer ports the best and most economically rewarding opportunities in the energy sector over the next decade and longer.*

**Moderator:**

*Sterling Bowen  
Sales Director  
PowerSecure Solar  
Morrisville, NC*

**Speakers:**

*Ron Heffron, P.E.  
Vice President, Energy Practice Leader  
Moffatt & Nichol  
Long Beach, CA*

*Derik Andreoli  
Senior Analyst  
Mercator International LLC  
Kirkland, WA*

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10:00 – 10:15 a.m.  
(Tower Foyer 2-3) **Mid-Morning Break**

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10:15 a.m. –  
12:00 noon **Analyzing Energy Projects to Maximize the Bottom Line**

(Coral Reef Room)

*Learn methods to analyze and select between different types of energy-handling projects. The presenter will give audience members the basic tools they'll need to maximize the bottom line for their port or organization, then facilitate a discussion on using these tools to assess the pros and cons of handling various energy cargo commodities at ports.*

**Moderator:**

*Peter Flynn  
Managing Partner/Exec. Vice President  
Bostonia Partners  
Boston, MA*

**Speakers:**

*Steve Steckler  
Chairman  
IMG Rebel Group  
Bethesda, MD*

*Jarra Kaczvara  
Senior Director, Business Development  
and  
Paul J. Zielinski  
CFO & Port Deputy Director  
Port of Palm Beach District*

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**Wednesday, February 25** *(continued)*

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Afternoon

**Tour of Port of Pensacola's Energy Projects**

*Tour limited to seminar registrants who [sign-up for the tour in advance](#). Participants must have photo ID (TWIC card preferred) and should wear pants (no skirts or dresses) and closed-toe flat shoes such as loafers, work shoes/boots, sneakers, etc.*



- 12:30 p.m.** Bus departs hotel for port tour (box lunch provided)
- 1:00 p.m.** GE Wind Generators manufacturing/assembly plant tour
- 2:00 p.m.** Depart GE for Port of Pensacola
- 2:25 p.m.** Port tour *(includes tour of the port's new offshore pipe manufacturing plant and an offshore drilling support vessel\*)*
- 3:30 p.m.** Depart port for return to hotel
- 4:00 p.m.** Arrive at hotel

*(\*) if an appropriate vessel is in port*

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