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.........
The Most Important Function in 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...”