

Date January 17, 2022

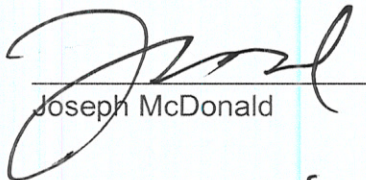
RE: Seminar Recap


Seminar: AAPA COMMISSIONERS' SEMINAR



Attached is a recap summary agenda of the American Association of Port Authorities Commissioners Seminar that was held in San Diego, CA on December 7 -9, 2021

PUC Commissioners who attended

  
Joseph McDonald

  
Peter Montinola





**AAPA**  
*In-Person*

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# COMMISSIONERS SEMINAR

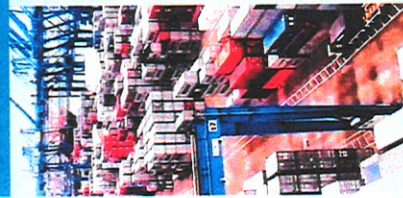
*December 7–9, 2021 | San Diego, CA*

**AAPA**  
ESSENTIAL. RESILIENT. UNITED.  
**SEAPORTS DELIVER**

# AMERICA'S SEAPORTS. Propelling Job-Creation & Economic Growth.

Seaports and their maritime partners sustain more than 30 million jobs and generate economic activity representing 26 percent of the U.S. economy. Here's a look behind the numbers:

## 30.8 MILLION AMERICAN JOBS



### 652,078 Port Jobs

- Railroad workers
- Truckers
- Dock workers
- Steamship agents
- Freight forwarders
- Ship handlers
- Warehouse operators
- Terminal operators
- Stevedores



### 28.5 Million Port-Related Jobs

- Steel Fabrication
- Construction Materials
- Manufacturing
- Retail Distribution
- Bulk & Liquid Commodity Producers
- Import & Export Industries

Ports also sustain indirect jobs across the country



### 502,555 Nationwide Jobs

- Office Supply
- Equipment & Parts Supply
- Maintenance & Repair
- Insurance
- Consulting & Business Services

### 1.5 Million Local Jobs

- Construction
- Retail
- Health Care
- Transportation
- Business Services

## \$5.4 TRILLION IN ECONOMIC ACTIVITY

### \$2.2 TRILLION

in freight moves through U.S. ports every year.

### PORTS DRIVE:



**\$378.1 Billion** in federal, state & local tax revenue



**26%** of U.S. GDP



**300,000** U.S. businesses make products for export



**98%** are small and medium-sized business



**25%** of U.S. agriculture products are exported annually



**1 in 4** Manufacturing jobs rely on export activity

Each year, consumers spend

### \$139.2 BILLION

on products that move through ports, including:

- TVs & stereos
- Jewelry & cosmetics
- Coffee, tea & juice
- Beer, wine & spirits
- Cars & trucks
- Toys, sporting goods
- Books
- Musical instruments
- Clothing & footwear
- Household appliances

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# COMMISSIONERS SEMINAR

December 7-9, 2021 | San Diego, CA

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# Jacobs

Manchester Grand Hyatt  
One Market Place  
San Diego, CA 92101

*Business casual attire is suggested for this seminar*

## Tuesday, December 7 all times listed are PST

8:00 – 8:30 a.m.

Hillcrest Foyer/Cortez Hill Ballroom

### Registration and Continental Breakfast

8:30 – 9:00 a.m.

Hillcrest Ballroom

### Welcome and Opening Remarks

*Christopher J. Connor, President and CEO, AAPA*

*Dan Malcolm, Board of Port Commissioners, Port of San Diego*



## HAVE THE RIGHT PERSPECTIVE:

*Know the larger world in which your port is operating*

9:00 – 9:45 a.m.

Hillcrest Ballroom

### Outlook for the Global Economy

*Understand the forecasts and trends related to population, income, wages, employment and other key economic indicators that will impact your port's business lines.*



**Speaker:** *Bob Costello, Chief Economist, American Trucking Association*

9:45 – 10:00 a.m.

Hillcrest Foyer

### Break

10:00 – 10:45 a.m.

Hillcrest Ballroom

### Port Fourchon: Hurricane Ida – Prepare, Respond, Recover

*Discussion on Port Fourchon's response and recovery from Hurricane Ida and their mindset of Holistic Resiliency.*



**Speaker:** *Chett Chiasson, MPA, Executive Director, Greater Lafourche Port Commission*

10:45 – 11:30 a.m.

Hillcrest Ballroom

### The Pasha Group: Our Journey to LNG

**Speaker:** *George Pasha, Chairman & CEO, The Pasha Group*



*George W. Pasha, IV is the President & CEO of The Pasha Group. He is responsible for worldwide operations of The Pasha Group's five operating divisions: Automotive, Maritime, Relocation, Transportation, and Pasha Hawaii, which provides ocean liner service for shipment of containers, vehicles, and other rolling stock between the West Coast and Hawaii. Mr. Pasha first joined The Pasha Group in 1985 after a position in commercial banking. Mr. Pasha is a graduate of Santa Clara University, where he received a B.S. in Economics from the School of Business. He serves on the Board of Directors for the Pacific Maritime Association and is past Chairman of the Household Goods Forwarders Association of America, Inc., now known as IAM.*

**Moderator:** *Chris Connor, President & CEO, AAPA*

**Tuesday, December 7** (continued)  
all times listed are PST

**UNDERSTAND INDUSTRY CHALLENGES:**

*Recognize issues that are common to Western Hemisphere ports*

11:30 a.m. – 12:15 p.m.  
Hillcrest Ballroom



**Creating a Workforce for the Future**

*Is your port playing a leadership role in developing a 21<sup>st</sup> century workforce? Hear how ports are creating and expanding relationships with secondary schools, two- and four-year colleges and training and apprenticeship programs to ensure they have the workforce they need.*

**Speaker:** LeeAnne Schirato, Commission Specialist, Port of Seattle

12:15 – 1:30 p.m.  
Cortez Hill Ballroom

**Luncheon**

1:30 – 2:15 p.m.  
Hillcrest Ballroom



**Protect My Balance Sheet: Leadership Strategies for Driving Cyber Resilience in Ports**

*Technology will lead the way in the future success of Ports. Get a better understanding of the cutting edge technologies you will need to understand.*

**Speaker:** Max Bobys, Vice President, HudsonCyber

2:15 – 3:00 p.m.  
Hillcrest Ballroom – Virtual Presentation



**Your Infrastructure is Costing You Money! And Hurting the Climate**

*When we think energy cost saving and climate change, we generally think of fuel in the tank. But what about your infrastructure? Buildings, warehouses, office buildings...all could provide cost savings and be carbon neutral.*

**Speakers:**

Kevin Maughan, President & CEO, UrbanVolt  
Declan Barrett, COO, UrbanVolt

3:00 – 3:15 p.m.  
Hillcrest Foyer

**Break**

3:15 – 4:00 p.m.  
Hillcrest Ballroom



**Utilizing Alternative and Renewable Fuels**

*From biofuel-powered port vehicles to LNG-powered cargo handling equipment, ports are deploying the use of alternative and renewable fuels on a variety of scales and in several different applications.*

**Speakers:**

Richard Cameron, Deputy Executive Director of Planning and Development, Port of Long Beach  
Thomas MacLean, PhD, Policy and Energy Program Director, Port of San Diego

**Moderator:** Matt Wartian, Business Development Manager, Burns & McDonnell

4:00 – 4:45 p.m.  
Hillcrest Ballroom



**A View from the Capitol: Infrastructure, Stimulus, and Budget Investments in 2021**

*As everyone knows, investment in infrastructure has been a long drawn out fight in D.C. this year. AAPA has been following this fight and here is what we know.*

**Speaker:** Cary Davis, Vice President of Government Relations & General Counsel, AAPA

5:00 – 6:00 p.m.  
Mission Beach Foyer

**Reception**

**Wednesday, December 8**  
all times listed are PST

8:15 – 8:45 a.m.  
Cortez Hill Ballroom

**Continental Breakfast**

**BE SUCCESSFUL IN YOUR ROLE:**

*Have a clear sense of your responsibilities as a board or commission member*

8:45 – 9:45 a.m.  
Hillcrest Ballroom

**Legal and Liability Concerns for Ports and Governing Board Members**

*Understand the legal issues facing your port and have a clear sense of your responsibilities and possible personal exposure as a Board member.*



**Speakers:**

Ruben Duran, General Counsel, Port of Hueneme/Oxnard Harbor District  
Debra Baker, Managing Partner, Baker Wotring LLP  
C. Jonathan Benner, Partner, Thompson Coburn LLP

**Moderator:** Cary Davis, Vice President of Government Relations & General Counsel, AAPA

9:45 – 10:30 a.m.  
Hillcrest Ballroom

**Infrastructure Dollars are Coming: How Will Your Port Tell its Story and Engage Audiences About These Important Initiatives?**

*A governing board is successful when its members have a clear sense of the leadership qualities they bring to the table and when the group has a clear sense of its leadership within the organization.*



**Speakers:**

Jenny Windle, Founder and President, JPW Communications, LLC  
Susanne Bankhead, VP of Public Engagement, JPW Communications, LLC

**Moderator:** Cary Davis, Vice President of Government Relations & General Counsel, AAPA

10:30 – 10:45 a.m.  
Hillcrest Foyer

**Break**

10:45 – 11:30 a.m.  
Hillcrest Ballroom

**Supporting AAPA – Why a Non-Port Member is all in on AAPA**

*AAPA is growing. A key element of that growth is greatly expanding its sponsorship base. For the last two years AAPA has partner with Great Lakes Dredge and Docks in a Premiere sponsorship agreement as a pilot program to greatly expanding its financial base and delivering world class support to one of its largest ISP members.*



**Speaker:** Lasse Petterson, CEO, Great Lakes Dredge and Dock Company, LLC

11:30 a.m. – 12:15 p.m.  
Hillcrest Ballroom

**Avoid the Pitfalls in Executive Search...Issues and Themes©**

*Hiring CEOs and other C-suite level executives is one of the most important responsibilities a governing board has. Make sure that your executive recruitment efforts run smoothly, finding the best fit for your organization in the most efficient manner possible and steering clear of easily avoidable delays and hurdles.*



**Speaker:** Tim McNamara, K.D., Vice Chairman and Partner, Odgers Berndtson

12:15 – 1:15 p.m.  
Cortez Hill Ballroom

**Luncheon**

**Wednesday, December 8** (continued)  
all times listed are PST

1:15 – 2:15 p.m.  
Hillcrest Ballroom



**Working Together to Sustain Healthy Port and Waterway Investments**

**Speaker:** William Hanson, SVP, Government Relations & Business Development, Great Lakes Dredge and Dock Company, LLC

**LEARN FROM LOCALS:**

*Take the expertise of Southern California back to your port*

2:15 – 3:00 p.m.  
Hillcrest Ballroom



**Owning Your Port's Environmental Performance**

*Is your port pro-active about telling its environmental story? Does it have a strategy for connecting to and communicating with a variety of stakeholders about its environmental leadership and commitment? Learn how involving the community in your vision of environmental championship, building trust through transparency, and being proactive can create a win-win for your port and community.*

**Speakers:**

Kai Martin, VP Strategic Program Management, Pasha Group  
Lizzie Aldrich, M.S., Ph.D., Vice President of Business Development, Blue Source  
Michael LaFleur, Vice President of Maritime, Port of San Diego  
**Moderator:** Matthew Wartian, Business Development Mgr, Burns & McDonnell

3:00 – 3:15 p.m.  
Hillcrest Foyer

**Break**

3:15 – 4:00 p.m.  
Hillcrest Ballroom



**Enhancing the Public Connection to the Waterfront**

*Covering 34 miles of dynamic waterfront, the Port of San Diego has many opportunities for the public to enjoy the bay. How can a busy port strengthen the public's vital connection to the water? Learn how regional arts, culture, experiences and placemaking create flourishing activity and joy. We'll share ideas that you can implement.*

**Speakers:**

Katy McDonald, Chief of Staff, San Diego Symphony  
Stacey Pennington, President and Founder, SLP Urban Planning  
Matt Carney, Executive Director, San Diego Ballet  
**Moderator:** Michael Brown, Vice President of Marketing & Communications, Port of San Diego

4:00 – 4:45 p.m.  
Hillcrest Ballroom



**Balancing Your Business Portfolio with Real Estate**

*A successful real estate portfolio can be a benefit to your port's business lines, adding assets and income streams beyond cargo. The Port of San Diego can help ports learn lessons about successfully integrating real estate and new maritime technologies into their business and serving the community with amenities and other opportunities.*

**Speakers:**

Shaun Sumner, VP of Business Operations, Port of San Diego  
Jason Giffen, VP of Planning and Environment, Port of San Diego  
**Moderator:** Matt Do, Executive Vice President, JLL

4:45 – 5:00 p.m.  
Hillcrest Ballroom

**Seminar Conclusion and Closing Remarks**



**Thursday, December 9**  
all times listed are PST

8:30 a.m. **Meet in Hotel Lobby to Board Bus for the Waterside Tour**

8:45 – 9:00 a.m. **Transportation to Port for Tour**

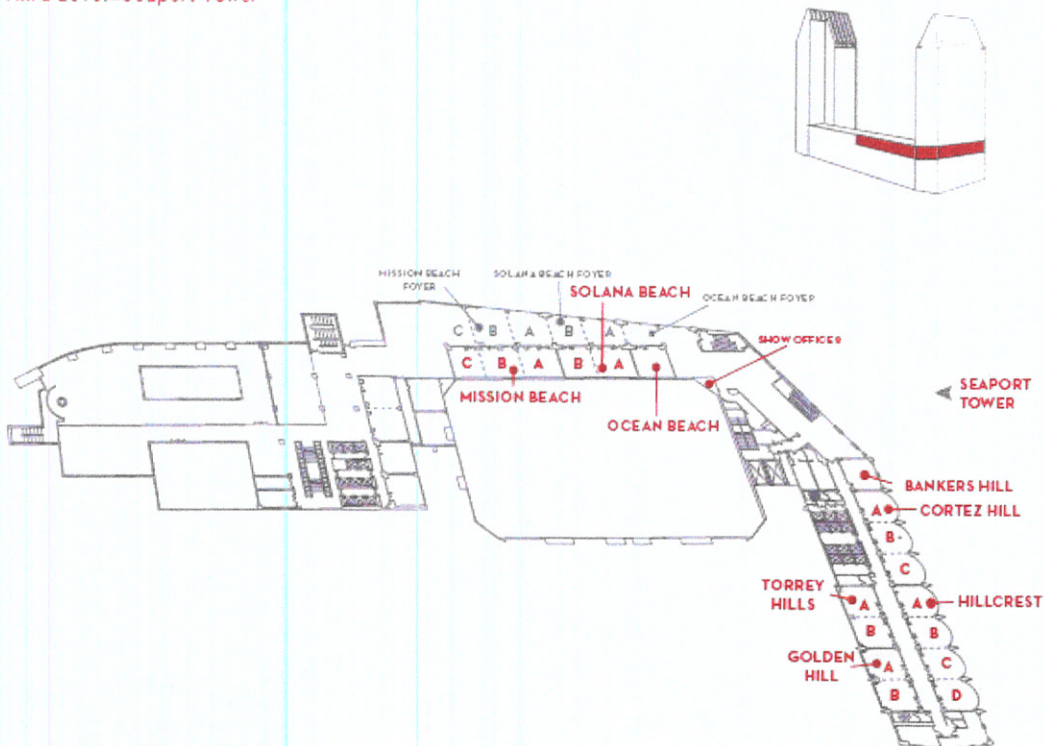
9:00 – 11:30 a.m. **Waterside Tour of San Diego Bay**  
*All aboard! Join Port of San Diego staff on Thursday, December 9, for a two-hour bay tour aboard the Hornblower Dream On yacht from 9:15 am – 11:15 am. The bay tour will highlight the Port of San Diego operations, area developments, and tenant businesses along the waterfront. The vessel will depart from Pier 1, Hornblower Landing, 1800 North Harbor Drive (Grape Street Pier). Complimentary continental breakfast will be available. Attire: Business Casual. Boarding is at 9:00 am. We look forward to seeing you there!*

Sponsored by: Port of San Diego



11:30 a.m. – 12:00 p.m. **Return to Hotel**

**FLOOR PLAN**  
Third Level—Seaport Tower



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**PORT of  
SAN DIEGO**



**COMMISSIONERS  
SEMINAR**

*December 7-9, 2021 | San Diego, CA*



## COMMISSIONERS SEMINAR

December 7–9, 2021 | San Diego, CA

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# COMMISSIONERS SEMINAR

December 7-9, 2021 | San Diego, CA

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December 7-9, 2021 | San Diego, CA

## Registration List

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# COMMISSIONERS SEMINAR

December 7-9, 2021 | San Diego, CA

## Registration List

(as of 12/1/2021)

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## COMMISSIONERS SEMINAR

December 7–9, 2021 | San Diego, CA

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# COMMISSIONERS SEMINAR

December 7-9, 2021 | San Diego, CA

## Registration List

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# 2022 Education & Training Programs



## SHIFTING TRADE SEMINAR

January 25-27 | Tampa, FL

The port industry's most influential economic conference. The program examines global trends and trade forecasts that affect the port industry and is attended by port executives and industry leaders from around the world.



## SMART PORTS SEMINAR

February 8-10 | San Pedro, CA

The leading event exploring how technology is transforming the way ports do business. Port technology experts and engineers will learn about innovative technologies that drive port operations. Companies can showcase their solutions through exhibiting opportunities at this event.



## AAPA LEGISLATIVE SUMMIT

March 28-31 | Washington, DC

The Summit brings together senior port executives from around the nation with Federal government leadership to discuss issues of importance to the industry. AAPA facilitates one-on-one meetings with Congressional leadership for port executives as part of this essential event.



## FINANCE & ADMINISTRATION SEMINAR

April 5-7 | New Orleans, LA

The foremost conference related to port financial management and legal issues. Attendees include financial experts, port CFOs, and general counsels. Topics feature new approaches in port financing, risk management, and capital planning.



## FACILITIES ENGINEERING SEMINAR & EXPO

April 12-14, 2022 | Savannah, GA

The event where port engineering professionals share their expertise, best practices, and solutions. Exhibitors and sponsors gain intimate access to key decision-makers who are at the forefront of port planning, design, and construction.



## MTMT & EMC

April 25-29 | Savannah, GA

Marine Terminal Management Training & Executive Management Conference is attended by port professionals and covers two AAPA Port Professional Manager courses. In partnership with the International Association of Maritime and Port Executives (IAMPE), this program teaches the capabilities needed by port leaders.



## PORT SECURITY SEMINAR & EXPO

July 12-14 | San Diego, CA

The top conference that brings together port leaders, policy makers and security experts to discuss emerging threats, best practices, and new product solutions. Exhibitors and sponsors gain intimate access to key decision-makers and stakeholders who are at the forefront of port security.



## COMMISSIONERS SEMINAR

December 6-8 | Corpus Christi, TX

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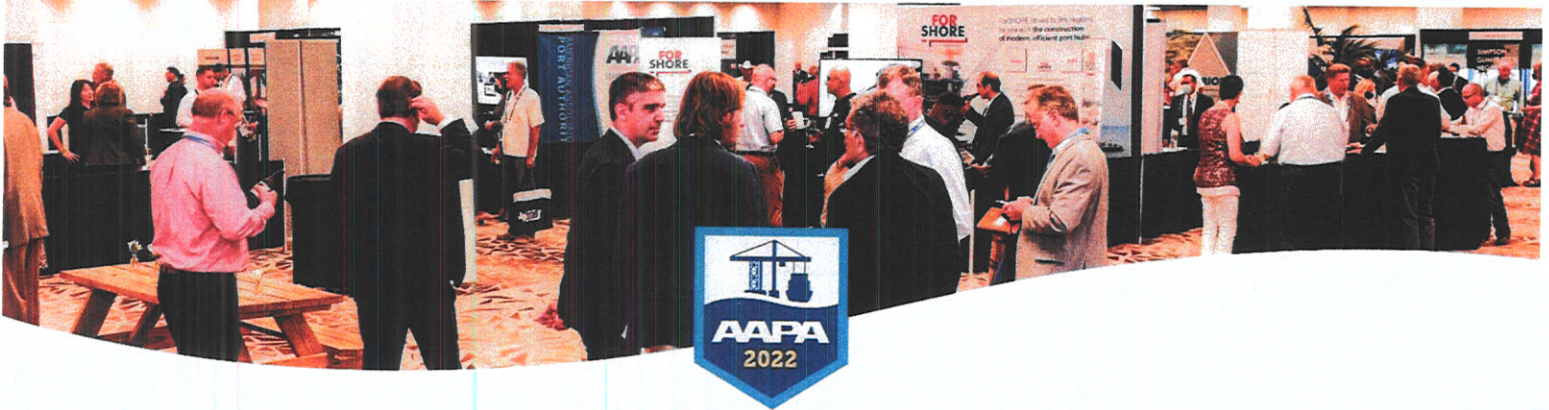
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- Meet future clients
- Exchange ideas and share best practices

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