

# Capital Projects Seminar

*“Port Project Planning,  
Progress & Promotion”*

**May 8-9, 2018**

Sheraton Norfolk Waterside Hotel  
777 Waterside Drive • Norfolk, Virginia

Hosted by the Virginia Port Authority (VPA), AAPA’s 2018 Capital Projects Seminar is designed to reward port economic development professionals with new knowledge, skills, ideas and resources to research, plan, develop and market new land/facility improvements and capital projects. This seminar will provide different perspectives on bringing projects to fruition, as well as innovative ideas for marketing and promotion to attract new tenants, customers, funding partners and community goodwill.

***Capital Projects Seminar attendees are encouraged to arrive at the conference hotel by 3:00 pm on Monday, May 7, for a special Virginia Port Authority tour. Please email AAPA Public Affairs Director Aaron Ellis ([aellis@aapa-ports.org](mailto:aellis@aapa-ports.org)) before the start of the tour on Monday, May 7, to RSVP and receive instructions on how to participate.***

***Tour sponsored by Dewberry***



## Tuesday, May 8

8:00 – 8:30 a.m.  
(Monticello Foyer –  
1<sup>st</sup> floor)

### **Continental Breakfast**

8:30 – 8:45 a.m.  
(Monticello Ballroom –  
1<sup>st</sup> floor)

### **Opening Remarks**

*Kurt Nagle, President & CEO, AAPA  
Edward C. Anthes-Washburn, AAPA MED Committee Chair, Executive Director,  
Port of New Bedford (MA)  
John F. Reinhart, CEO/Executive Director, Virginia Port Authority*

8:45 – 10:00 a.m.  
(Monticello Ballroom –  
1<sup>st</sup> floor)

### **Plan for Success; Research to Assess**

*Every project needs a plan and every plan needs research to back it up, whether it's an asphalt overlay, acquisition of additional real estate, or a major terminal development. Hear from noted planning and research experts on best practices for success, and a few bad practices that can have seriously negative consequences.*

#### **Moderator:**

*Dr. Natacha Yacinte, Seaport Planning Manager, Port Everglades,  
Fort Lauderdale, FL*

#### **Speakers:**

*Pierce Homer, Transportation Practice Leader, Moffatt & Nichol, Richmond, VA  
Thomas A. Ward, PE/SE, D.PE, Director - US Maritime Planning | AVP, WSP,  
Oakland, CA*

**Tuesday, May 8** *(continued)*

10:00– 10:15 a.m.  
(Monticello Foyer)

**Break**

10:45 a.m. –  
12:15 p.m.  
(Monticello Ballroom)

**Industrial Property Trends – Domestic and Global**

*What’s happening on issues related to port real estate acquisition and development? What’s true in the U.S. isn’t necessarily the same elsewhere. In this session, hear from recognized experts on industrial property purchasing, expansion, leasing and sales, both in the U.S. and beyond.*

**Moderator:**

*Aaron Ellis, Public Affairs Director, AAPA*

**Speakers:**

*Lang Williams, Sr. Vice President, Brokerage Services, Industrial and Logistics, CBRE, Norfolk, VA*

*Gregg Christoffersen, Associate Director, Jones Lang LaSalle, Norfolk, VA*

12:15 – 1:30 p.m.  
(Riverwalk Ballroom-1<sup>st</sup> fl)

**Lunch**

1:30 – 3:00 p.m.  
(Monticello Ballroom)

**Balancing Land-Use Conflicts and Solutions**

*From community objections, to environmental challenges and encroaching gentrification, ports have their hands full in trying to build-out their operations, expand their cargo base and attract new customers in their effort to remain competitive. Session panelists will discuss examples of projects in which they’ve faced challenging obstacles, then found solutions that got them back on track.*

**Moderator:**

*Catherine Hale, Engineer, McLaren Engineering Group, West Nyack, NY*

**Speakers:**

*Scott Shepard, CCIM, Director - Real Estate, Canaveral Port Authority*

*Edward C. Anthes-Washburn, Executive Director, Port of New Bedford*

*Heather Wood, Southeast Regional Director, Ports & Intermodal, Dewberry, Virginia Beach, VA*

3:00 – 3:30 p.m.  
(Monticello Foyer)

**Break**

3:30 – 5:00 p.m.  
(Monticello Ballroom)

**Profitable Developments That Can Increase Community Goodwill**

*By their nature, most ports are multimodal industrial complexes that may not be considered “neighborhood-friendly,” especially in large urban environments. But some ports have broken this mold by offering retail, commercial, entertainment and other options that are both profitable and seen as an asset to the people who live and work in the community. Hear examples from several successful ports that have found the key to ingratiating themselves to their community’s residents.*

**Moderator:**

*John Vickerman, Vickerman & Associates LLC, Williamsburg, VA*

**Speakers:**

*Terrie Battuello, CEcD, Chief of Business Development & Marina, Port of Everett*

*Franc Pigna, Managing Director, Aegir Port Property Advisers, Coral Gables, FL*

5:30 – 6:30 p.m.  
(Riverwalk Ballroom –  
1<sup>st</sup> floor)

**Reception**

**Sponsored by WSP**



**Wednesday, May 9**

8:00 – 8:30 a.m.  
(Monticello Foyer)

**Continental Breakfast**

8:30 – 10:00 a.m.  
(Monticello Ballroom)

**Generating Environmental Currency –  
Turning Eco Projects Into New Lines of Business**

*Say your port needs to mitigate for wetlands development, find a new disposal site for dredge material, add solar panels to help reduce fossil fuel pollution or clean up a former brownfield property. While these projects can be expensive, they may also become cash-flow generators when completed. Learn from ports that have successfully turned environmental projects into new lines of business.*

**Moderator:**

*Franc Pigna, Managing Director, Aegir Port Property Advisers, Coral Gables, FL*

**Speakers:**

*Matthew Arms, Assistant Director of Environmental Planning, Port of Long Beach  
Nicholas LaPointe, Director, Planning & Capital Development, Port of Cleveland*

10:00 – 10:15 a.m.  
(Monticello Foyer)

**Break**

10:15 – 11:30 a.m.  
(Monticello Ballroom)

**Port Cooperation Agreements Can Propel Capital Projects**

*To maintain and grow their market share, ports must be competitive, both internationally and domestically. But the high costs of developing and maintaining first-rate infrastructure can complicate a port's meeting its goals. Learn from ports that have forged reciprocal cooperation and partnership agreements how joining forces and combining resources are helping them embark on new capital projects to overcome some of their competitive challenges.*

**Moderator:**

*Mr. Ellis*

**Speakers:**

*Andy Hecker, Chief Financial Officer, PortMiami  
Dakota Chamberlain, Chief Facilities Dvpt. Officer, Northwest Seaport Alliance*

11:45 a.m. –  
1:15 p.m.  
(Riverwalk Ballroom)

**Luncheon: New Money For BUILD, INFRA, Marine Highway Grants**

*This luncheon session focuses on how ports can tap into billions of dollars in new money available for federal U.S. Department of Transportation (USDOT) grants. Congress' first year response to the President's call for more infrastructure investment includes significant new funds for USDOT grant programs like BUILD, INFRA and Marine Highways. Panelists will also touch on how ports can access new BUILD planning grant funding and their state's formula funds. Learn how your port can benefit.*

**Moderator:**

*John Young, Director of Freight & Surface Transportation Policy, AAPA*

**Panelists:**

*Robert Mariner, Deputy Director of the Office of Infrastructure Finance and Innovation, Office of the Secretary Office of Policy, U.S. Department of Transportation  
K. Scott Davies, Director, Office of Ports and Waterways Planning, Maritime Administration U.S. Department of Transportation*

**Wednesday, May 9** (continued)

1:30 – 3:00 p.m.  
(Monticello Ballroom)

**Innovative P3 Arrangements**

*A surge in private capital investment includes many public-private partnerships (P3s), in which public-sector partners work with private companies to share the risks and responsibilities of delivering infrastructure projects. When the private sector allies with state and local leaders to address their growing infrastructure needs, they bring to the table capital, specialized project expertise, and cost-saving ideas and innovations. However, not all projects are suitable for P3s, and even when a P3 approach is suitable, they present special challenges.*

*In this session, participants will be encouraged to circulate among the tables to discuss various issues and topics that arise in the use of P3s to deliver infrastructure projects. To gain a broader perspective, the table discussions will look beyond port infrastructure to other transportation modes and social infrastructure. Topics will include: types of projects generally suited to P3 delivery models; key risk allocations in a P3 deal; P3 legal and legislative framework and considerations; how to maximize value from the procurement process; the role of public and private finance.*

**Discussion Facilitators** (all from Nossaman, LLP):

*Brian Papernik, Partner  
Barney Allison, Partner  
Simon Santiago, Partner  
Shant Boyajian, Associate  
John P. Smolen, Attorney at Law*

3:00 – 3:15 p.m.  
(Monticello Foyer)

**Break**

3:15 – 5:00 p.m.  
(Monticello Ballroom)

**Engaging Your Project Stakeholders**

*You are researching, planning or constructing your project and you need to attract tenants, customers, and/or funding partners. You are working to receive permitting approvals, community support and favorable publicity. After learning what has worked well at other ports in terms of stakeholder engagement (marketing, promotion, and awareness programs) that have helped ports reach their development, financial, public acceptance and sustainability goals, you will work with other port industry colleagues to create an engagement strategy.*

**Facilitators:**

*Shannon McLeod, Senior Planner - Maritime Division, WSP  
Cathie Vick, Chief Public Affairs Officer, Virginia Port Authority*

5:00 p.m.

**Adjourn**