



**ESSENTIAL.  
RESILIENT.  
UNITED.**





For over a century, the American Association of Port Authorities (AAPA) has served as the premier champion for the port industry, representing more than 100 ports and 4,500 industry leaders worldwide.

Today, AAPA is more robust and resilient than ever. Our advocacy efforts, resources, and events set the standard for excellence within the maritime industry.

**And, we are just getting started.**

# Table of Contents

<b>LETTER FROM THE CEO</b>	<b>4</b>
<b>AAPA BOARD OF DIRECTORS</b>	<b>5</b>
<b>AAPA TEAM</b>	<b>6</b>
<b>ADVOCACY</b>	<b>7</b>
How Policy is Made .....	8
Permitting .....	9
Cargo Handling Equipment .....	10
Calling On Capitol Hill .....	11
<b>MEMBER BENEFITS &amp; RESOURCES</b>	<b>12</b>
Technical and Policy Committees .....	13
Port Professional Development Programs .....	14
Foundation for the Seaports of the Americas ..	16
Career Center .....	18
Industry Data and Information .....	20
Exclusive Access to Industry Networks .....	22
<b>EVENTS AND ENGAGEMENT</b>	<b>23</b>
Awards .....	25
New Member Benefits .....	27
Social Media Engagement .....	28
<b>MEMBERSHIP DUES</b>	<b>29</b>

# LETTER FROM THE CEO



The American Association of Port Authorities (AAPA) is the leading voice for our nation's seaports in Washington, D.C. representing and advocating on behalf of over 80 deep draft seaports on every coast of the continental United States and beyond. We also provide a wide and growing array of professional development opportunities, networking events, and various other business services.

Our team is the heart and soul behind our organization and their work is key to making this an organization worth joining and we are dedicated to constantly innovating and providing the highest quality service and value to our members. While we are focused on charting the best possible future for our industry we also draw inspiration from an enduring legacy that started over 100 years ago when ports first officially gathered in New York for the first time in 1912.

Despite the industry challenges of the last few years, AAPA has accomplished so much for our members, and I thank you for taking the time to hear more about them.

I am humbled to lead AAPA and would be honored for you to join our ranks and increase the strength of our industry's collective voice.

A handwritten signature in black ink that reads "Cary Davis". The signature is fluid and cursive, with the first name "Cary" and last name "Davis" clearly distinguishable.

**Cary Davis**  
President & CEO



# AAPA BOARD OF DIRECTORS

## 2024 – 2026 OFFICERS



**CHAIR**  
Chett Chiasson  
Greater Lafourche Port  
Commission

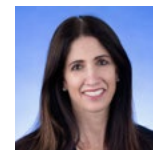


**VICE-CHAIR**  
**U.S. NORTH ATLANTIC PORTS**  
Richard Hendrick  
Albany Port District  
Commission

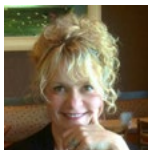
## 2024 – 2026 MEMBERS OF THE BOARD



**MAX DUES PAYER**  
Stephen Edwards  
Port of Virginia



**U.S. SOUTH ATLANTIC PORTS**  
Hydi Webb  
PortMiami



**U.S. SOUTH PACIFIC PORTS**  
Kristine Zortman  
Port of Redwood City



**PORTS OF CANADA**  
Shaun Stevenson  
Port of Prince Rupert

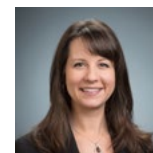


**U.S. AT-LARGE DIRECTOR**  
Steve Ribuffo  
Port of Alaska

## 2023 – 2025 MEMBERS OF THE BOARD



**U.S. GREAT LAKES PORTS**  
Deb DeLuca  
Duluth Seaway Port Authority



**U.S. NORTH PACIFIC PORTS**  
Julianna Marler  
Port of Vancouver USA



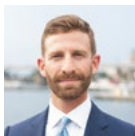
**U.S. AT-LARGE DIRECTOR**  
Paul Matthews  
Port of South Louisiana



**U.S. GULF PORTS**  
Phyllis Saathoff  
Port Freeport

# AAPA TEAM

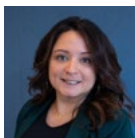
## SENIOR LEADERSHIP



**Cary Davis**  
President & CEO



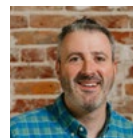
**John Bressler**  
Vice President of Government  
Relations



**Charissa Meikle**  
Vice President of Finance &  
Administration

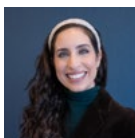


**Shannon McLeod**  
Vice President of Member  
Services



**Jonathan Toomey**  
Vice President of Business  
Development, Events &  
Marketing

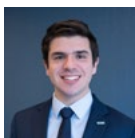
## CORE TEAM



**Melodie George**  
Senior Director of Strategic  
Communications & Marketing



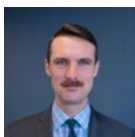
**Nicole Felter**  
Director of Events



**Ian Gansler**  
Director of Government  
Relations



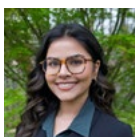
**Liz Mancini**  
Director of Member Services



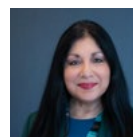
**Shawn Balcomb**  
Senior Manager of Public Affairs



**Imani Poindexter**  
Database Manager



**Sumi Cross**  
Business Operations Manager



**Julie Barelás**  
Workforce & Professional  
Development Associate



**Holden Haley**  
Legislative Associate



**Jeff Mathew Sam**  
Data Specialist

# ADVOCACY

We serve as the leading industry advocate and are relentless in our approach to influence the ports' most urgent public policy issues.



**Secured timely passage of the Thomas R. Carper Water Resources Development (WRDA) Act of 2024**, which increased the federal cost share for construction and maintenance dredging to 55 feet.



**Secured passage of sections of the Permitting Optimization for Responsible Transportation (PORT) Act**, which will expedite permitting for port projects administered by the Maritime Administration (MARAD).



**Secured the withdrawal of National Oceanic and Atmospheric Administration (NOAA)'s** proposed North Atlantic Right Whale vessel speed restriction rule and supported legislation to delay and/or limit proposed vessel speed rules from NOAA until previously funded pilot programs are implemented.



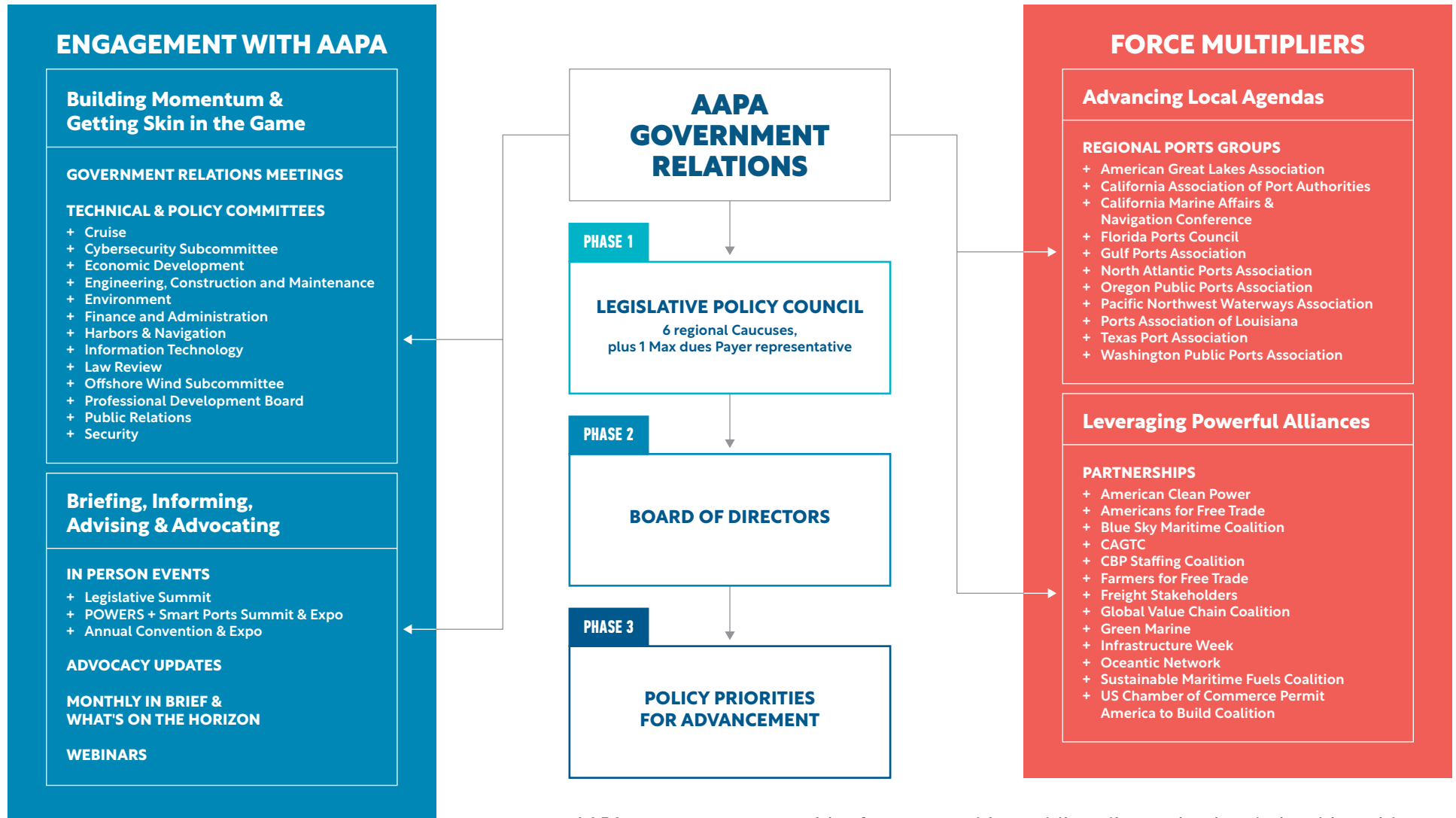
**Developed a national economic impact study** which provided compelling statistics and facts to highlight the significance and extensive contributions of our nation's ports, including the 22 million American jobs seaports support.



**Secured the introduction of the Customs and Border Protection (CBP) SPACE Act**, legislation that would dedicate revenue to CBP and stop the government from shifting the cost of port customs and security onto ports.

# How Policy is Made

ADVOCACY



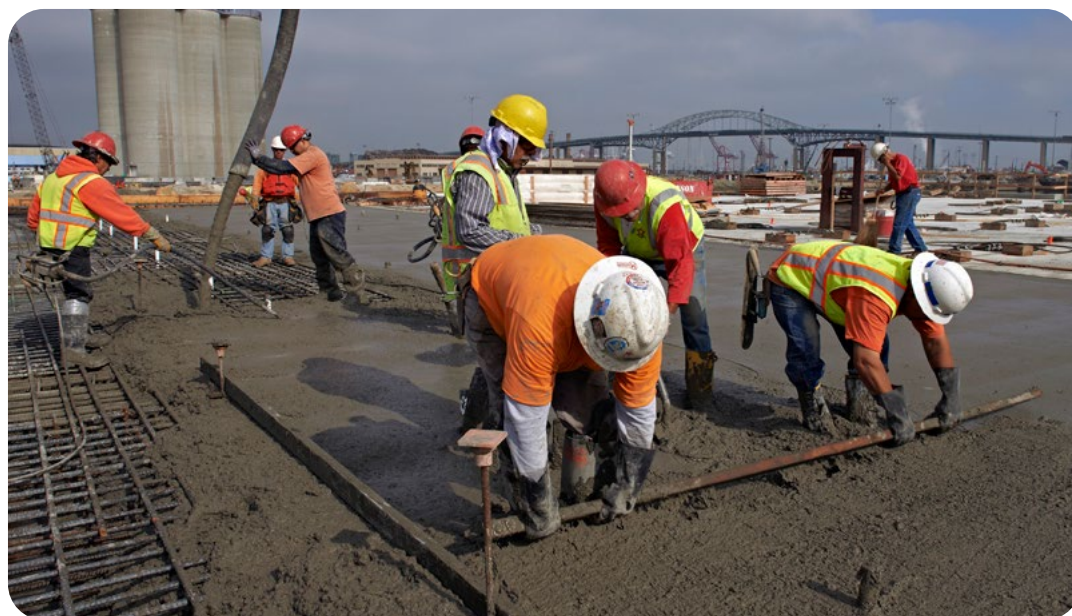
AAPA generates opportunities for ports to drive public policy, maintain relationships with national leaders and shape the future of our industry. Strategy, planning, consensus-building

**It's a two-way channel. Get involved in Federal policy formation.**



# Permitting

AAPA developed the PORT Act to reform federal permitting for port infrastructure projects by providing MARAD greater flexibility in using categorical exclusions.



At the close of 2024, portions of the PORT Act were included in the annual Defense Authorization bill and signed into law.

AAPA, alongside other organizations, also secured the other significant permitting reforms as part of the Fiscal Responsibility Act. The changes implement time limits on permitting studies and require federal agencies to more closely coordinate to reduce duplicative reviews.

# Cargo Handling Equipment

Our organization is committed to ensuring America's ports can move the cargo our economy needs safely and effectively.

Thanks to AAPA-led advocacy, U.S. ports saved more than \$130 million in unexpected costs after the U.S. Trade Representative granted a limited exemption on a 25% tariff on ship-to-shore cranes.

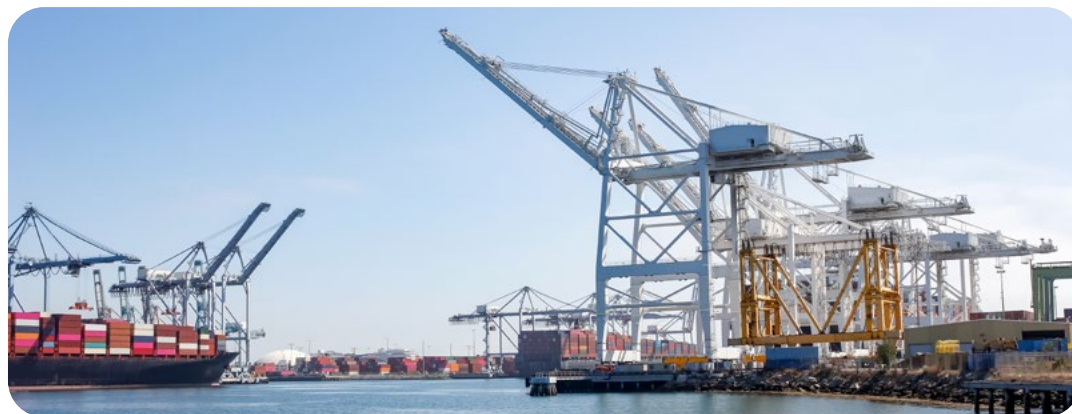
We continue to diligently oppose policy proposals to ban foreign manufactured equipment and investment.

To that end, AAPA partnered with MARAD to generate a forthcoming study that assesses demand for domestically manufactured port equipment.

We hosted two Executive Roundtable discussions with all relevant stakeholders, including the National Security Council, to socialize cargo handling equipment alternatives.

---

**The result:** consensus around the need for a tax incentive, rather than blanket bans of equipment providers, to kickstart domestic manufacturing of cargo handling equipment.



# Calling On Capitol Hill

AAPA has established and maintains a stellar reputation with Congressional offices.

During Hill Day at AAPA's 2025 Legislative Summit: Revitalizing America's Ports, our organization secured **96% of meetings requested** for a total of **47 meetings** with committee and personal office staff.



Our port industry believes the best counter to Chinese influence, especially at ports in our hemisphere, is strong leadership by the United States through strategic port investment. We must strive to keep our port infrastructure modern and globally competitive.

— **Cary Davis,**  
AAPA President & CEO

*In his testimony before the House Subcommittee on Transportation and Maritime Security, "Examining the PRC's Strategic Port Investments in the Western Hemisphere and the Implications for Homeland Security, Part I."*

# MEMBER BENEFITS & RESOURCES

We are a unique, full-service resource that is able to connect, inform, and unify port leaders and maritime professionals across the globe.

## MEMBERS

**80+**

U.S. Ports

**20+**

International Ports

**200+**

Industry Solution  
Providers (ISPs)

**20+**

Supply Chain  
Partners (SCPs)



# Technical and Policy Committees

## MEMBER BENEFITS AND RESOURCES

AAPA offers its members a variety of technical and policy committees to provide cross-segment perspective and shape decisions. The more than 1,500 committee members are able to participate in exclusive industry-specific networking and information-sharing opportunities.



### Cruise



### Economic Development



### Engineering, Construction, and Maintenance



### Environment Offshore Wind Subcommittee



### Finance & Administration



### Harbors & Navigation



### Information Technology Cybersecurity Subcommittee



### Law Review



### Public Relations



### Security



### U.S. Legislative Policy Council (membership is limited to employees of US ports)

# Port Professional Development Programs

## MEMBER BENEFITS AND RESOURCES

As the most respected port and supply chain credentials and certifications, AAPA's three professional development pathways anticipate and solve for a major industry future workforce gap as leadership approaches retirement.

LEVEL	EXPERIENCE
 <b>ASSOCIATE</b>  The Port Professional Associate (PPA®) program provides graduates and young professionals with an annual credential to help them learn the fundamentals of the port industry and receive mentorship from experienced port leaders.	<b>&lt;5 years</b>
 <b>MANAGER</b>  The Port Professional Manager (PPM®) program is an unparalleled industry certification designed to shape the future of port leadership and enhance port management professionalism.	<b>5-10+ years</b>
 <b>EXECUTIVE</b>  The Port Professional Executive (PPX®) provides PPMs or experienced port leaders with an annual credential to foster their transfer of knowledge to the next generation of port leaders.	<b>10+ years</b>



The PPM program was the perfect blend of professional development opportunities, networking, and learning from industry experts. This program provided exposure to trends, best practices, and innovative solutions in port management, making it an invaluable experience for anyone in the field.

— **Sadé Chick**

Director of Corporate Affairs | Port of Beaumont

Collaborating with peers from a diverse array of port operations was a great opportunity to think outside of my comfort zone and build a strong network of industry professionals.

— **Jay Windsor**

NIT Intermodal Operations Director | Virginia International Terminals

The PPM program has profoundly enhanced my understanding of seaport operations and management. This experience has not only improved my leadership and analytical abilities but also expanded my professional network, setting a strong foundation for my future aspirations in the port management sector.

— **Nimrod Simeon**

Government Affairs & International Relations | PortMiami



# Foundation for the Seaports of the Americas

## MISSION & PURPOSE

Established in 2010, the mission of the AAPA Foundation for Seaports of the Americas is:

- + To conduct research and promote education on topics relevant to ports of the Americas;
- + To provide charitable assistance to port employees affected by natural disasters through an Emergency Relief Fund (ERF);
- + To receive and manage funds to carry out the charitable and educational purposes of the Foundation.

## VISION

Strengthening Americas' seaports through emergency assistance, workforce advancement, and maritime research

- + Employee Relief Fund – Provide critical support to port workers during times of crisis
- + Workforce Development and Upskilling – Identify future workforce needs and expertise requisite to meet the evolving demands of the industry
- + Industry-Focused Research – Advance research initiatives that enhance port resiliency and foster industry innovation





## MEMBER BENEFITS AND RESOURCES

The Foundation for the Seaports of America's Emergency Relief Fund provides timely assistance to port employees severely impacted by a disruptive event. The Fund is often in the first-wave of support for port employees following a disaster. The Emergency Relief Fund has contributed approximately \$400,000 to support 12 ports in need since 2018.

I can't say enough wonderful things about the team at AAPA and member ports who supported this program through their generous donations. We are all one family in the port world and understand how Mother Nature can uproot all we hold dear within a few minutes, hours, or days. This sort of giving is impactful because it helps to alleviate some of the weight off a person's shoulders when they have so much happening all at once.

— **Thad Angeloz**

Greater Lafourche Port Commission/Port Fourchon

I was able to get more supplies to help my kids sleep a little more comfortably without any power. Most of the time, we are the ones working to make sure our community is taken care of. We don't necessarily have or take the time out to go and apply or look for resources that could help with our family situations. I felt relieved to know that people were willing to help us out.

— **Angela A. Yoshida**

Port Authority of Guam



# Career Center

## MEMBER BENEFITS AND RESOURCES

AAPA Career Center is the most trusted and comprehensive career center for the maritime industry.

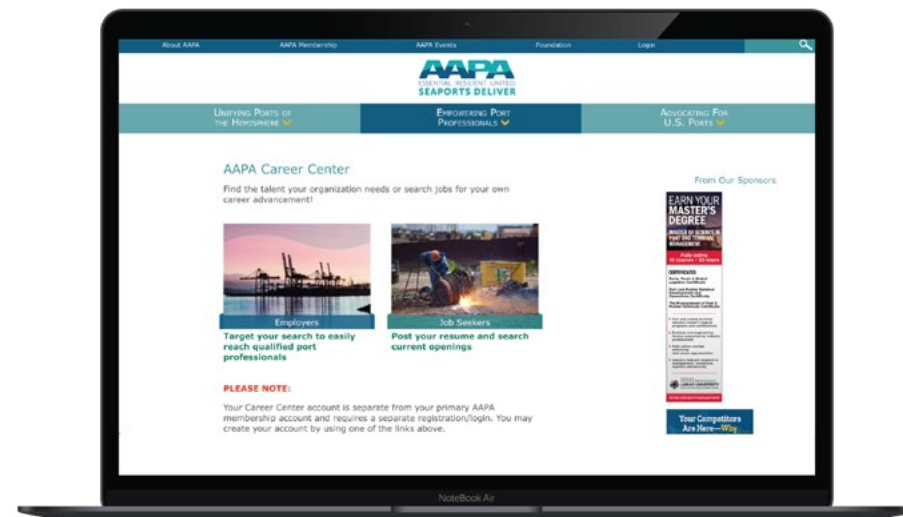
### For Employers:

- + Customized Branding Solutions
- + Video Templates for Job Postings
- + Bulk Posting Options

### For Job Seekers:

- + Resume Writing
- + Career Coaching
- + Reference Testing

**With over 1,000 monthly visitors,** each job listing receives 400+ views, it creates maximum exposure for jobs within the industry.





AAPA membership offers **exclusive access** to a comprehensive suite of communications and publications designed to keep members informed, connected, and ahead of emerging industry trends.

Members benefit from privileged access to original research, providing critical insights into industry dynamics, workforce trends, and economic impact. Our proprietary reports are meticulously crafted to equip port professionals with data-driven knowledge essential for strategic decision-making.

# Industry Data and Information

## MEMBER BENEFITS AND RESOURCES

### Advisory Newsletter

Stay current with weekly industry news, updates, and opportunities delivered straight to your inbox, ensuring you never miss key developments.

### Advocacy Updates

Stay informed on critical legislative and regulatory issues that impact the port industry, and receive clear guidance on how you can take action to support AAPA's advocacy efforts.

### Annual Salary Survey

Conducted since 1967, this comprehensive benchmarking report provides valuable insights into compensation trends, employment policies, and key characteristics of the public port industry across the U.S. and Canada. It serves as a foundation for attracting top talent and understanding evolving workforce dynamics.

### Economic Contribution Report

AAPA's in-depth economic analysis quantifies the impact of the port industry on jobs, GDP, trade, and regional economies, helping members advocate for their ports' economic significance and influence policy decisions.

### Port Statistics

Through a partnership with Trade Currents, AAPA provides members with enhanced access to timely, detailed cargo throughput data—including container volumes and cargo tonnage. This initiative delivers valuable insights that help ports benchmark performance and support strategic planning.



# Industry Data and Information

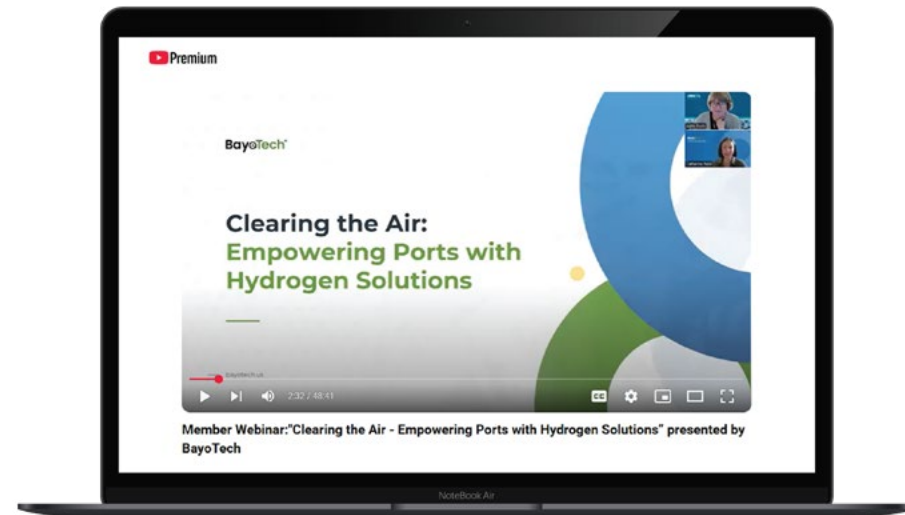
## MEMBER BENEFITS AND RESOURCES

### Seaports Magazine

Dive deep into the latest port industry developments with this triannual publication, featuring in-depth articles and expert analysis on the most pressing issues shaping the maritime sector.

### Content Library

AAPA's digital video library offers members exclusive access to a robust archive of recorded webinars and presentations covering a wide range of topics across the maritime, shipping, and supply chain sectors. The library serves as a valuable resource for professional development, industry insights, and peer learning. Whether exploring port infrastructure trends, environmental initiatives, policy discussions, or operational best practices, members can access this on-demand content anytime, making it easy to stay informed and engaged with the latest developments shaping the industry.



# Exclusive Access to Industry Networks

## MEMBER BENEFITS AND RESOURCES

AAPA members gain exclusive access to a global network of industry professionals. This connection enables members to engage in meaningful discussions, share best practices, and collaborate on solutions that shape the future of the industry. Members also benefit from connections with top-tier companies that support the sector, along with direct access to AAPA's shareholders, enhancing opportunities for strategic partnerships and industry influence.

### **AAPA Seaports of the Americas Member Directory**

A comprehensive annual resource connecting you to AAPA's diverse network of ports, terminal operators, and supply chain partners.

### **AAPA Industry Services Directory**

The official buyer's guide for port industry professionals, making it easy to find the right solutions, products, and services for your organization.

### **AAPA Smart Guide**

Your go-to reference for direct contact with AAPA's leadership, governance, and committee members, fostering collaboration and engagement.

# EVENTS AND ENGAGEMENT

Our innovative convention, seminars, and expositions are where port industry leaders shape the future of infrastructure, the supply chain, and global trade.

AAPA's programs and opportunities provide unmatched value for our members, and our special forums provide port executives and professionals the unique opportunity to discuss and collaborate on the challenges most relevant to their ports.

- + **Legislative Summit**
- + **Port Leadership Summit/Port & Terminal Operations Management Training\***
- + **POWERS + Smart Ports Summit & Expo**
- + **Annual Convention Summit & Expo**

*\*Alternating annually*



QUÉBEC CITY, CANADA | OCTOBER 6-8, 2025





# 2K

Attendees annually

# 180

Ports represented

# 24%

Increase in Executive  
attendance

# 50%

Growth in participation  
from C-suite leaders

AAPA provides its members with exclusive discounted pricing. This benefit ensures that members can take advantage of cost savings, helping them maximize their investment while gaining valuable insights and networking opportunities within the maritime sector.

+ **Discounted event pricing**

Members enjoy discounted ticket prices.

+ **Discounted sponsorship package**

ISP and SCP members enjoy discounted sponsorship package pricing at conferences.



# Awards



## Industry Recognition Awards

AAPA's Industry Recognition Awards offer members meaningful opportunities to elevate their visibility, showcase their leadership, and receive recognition from peers across the maritime industry. These prestigious awards are not only a reflection of excellence—they're a platform for members to share success stories, drive industry standards, and gain broad exposure across AAPA's communications channels and events. Participation in these award programs positions members as innovators and thought leaders within the port community, providing both institutional recognition and reputational value.

## Lighthouse Awards

The Lighthouse Awards are AAPA's signature program for recognizing outstanding member-led programs and projects that set a high standard in the port industry. With award categories aligned to AAPA's Technical Committees—such as environment, infrastructure, technology, finance, and communications—members have the opportunity to be acknowledged for work that advances best practices, fosters innovation, and delivers measurable impact. With separate categories for small and large ports, and an emphasis on projects completed within the past 18 months, the Lighthouse Awards ensure a level playing field and timely relevance. Winners are honored at the AAPA Annual Convention and featured across AAPA's platforms, providing year-round visibility to peers, partners, and stakeholders.

## Port Person of the Year

This award honors a public figure or external champion—often an elected official—who has made a significant, positive impact on the port industry. For members, this recognition is a way to elevate key allies and spotlight the importance of political and policy support for port priorities. By nominating and recognizing these leaders, members help strengthen the industry's public profile and foster long-term advocacy relationships.

# Awards



## EVENTS AND ENGAGEMENT

### Distinguished Service Award

AAPA's highest honor, this award is presented to an individual—typically within the port or maritime community—whose lifetime contributions have advanced the industry and the mission of AAPA. For member organizations, this is an opportunity to celebrate the legacy of influential leaders, inspire future talent, and reinforce the value of long-term commitment to port excellence. Recognition through this award also reflects positively on the nominating port or partner, further underscoring its role as a leader within the AAPA network.



# New Member Benefits

## EVENTS AND ENGAGEMENT

### New Member Webinar Spotlight

To support visibility and engagement for new members, AAPA offers the opportunity to host a one-hour webinar within the first 12 months of membership. AAPA manages all promotional efforts and outreach, while the member organization selects the topic—often an overview of their mission, services, and industry expertise.

### New Member Feature Series: Meet the Member

As part of AAPA's commitment to welcoming and showcasing its newest members, the Meet the Member series provides a platform for new organizations to be featured on AAPA's LinkedIn page, which reaches an audience of nearly 8,900 industry professionals. Each feature takes the form of a short, interview-style article highlighting the member organization's mission, core services, and perspectives on joining the AAPA community.

The post also includes relevant links selected by the featured member to further amplify their visibility. This benefit is designed to introduce new members to the broader AAPA network, fostering engagement and strengthening connections across the port industry and its partners.

---

*These member opportunities are available on a first-come, first-served basis pending availability and may require an additional cost.*



# Social Media Engagement



**2.5K**  
FOLLOWERS



**5.6K**  
FOLLOWERS



**8.9K**  
FOLLOWERS

# MEMBERSHIP DUES

GROSS RECEIPTS BRACKET MINIMUM	GROSS RECEIPTS BRACKET MAXIMUM	FLAT DUES AMOUNT
<b>INDUSTRY SOLUTION PROVIDER (ISP) &amp; SUPPLY CHAIN PARTNER (SCP)</b>		
\$1,000,000,000	NO LIMIT	\$11,556
\$900,000,000	\$999,999,999	\$10,978
\$810,000,000	\$899,999,999	\$10,255
\$729,000,000	\$809,999,999	\$9,535
\$625,100,000	\$728,999,999	\$8,812
\$590,490,000	\$656,099,999	\$8,090
\$531,441,000	\$590,489,999	\$7,367
\$478,296,900	\$531,440,999	\$6,645
\$430,467,210	\$478,296,899	\$5,923
\$387,420,489	\$430,467,209	\$5,200
\$348,678,440	\$387,420,488	\$4,478
\$313,810,596	\$348,678,439.00	\$3,756
\$254,186,583	\$313,810,595	\$3,034
NO LIMIT	\$254,186,583	\$2,311

GROSS RECEIPTS BRACKET MINIMUM	GROSS RECEIPTS BRACKET MAXIMUM	FLAT DUES AMOUNT
<b>U.S. PORT MEMBER</b>		
\$350,000,000	NO LIMIT	\$141,887
\$250,000,000	\$349,999,999	\$112,233
\$174,000,000	\$249,999,999	\$86,358
\$144,000,000	\$173,999,999	\$76,180
\$105,000,000	\$143,999,999	\$62,223
\$75,000,000	\$104,999,999	\$48,268
\$60,000,000	\$74,999,999	\$37,801
\$42,500,000	\$59,999,999	\$30,822
\$32,000,000	\$42,499,999	\$26,170
\$20,000,000	\$31,999,999	\$21,808
\$12,000,000	\$19,999,999	\$18,319
\$5,500,000	\$11,999,999	\$15,124
\$2,300,000	\$5,499,999	\$13,377
NO LIMIT	\$2,299,999	\$11,630

<b>FY26 INTERNATIONAL PORT DUES</b>		
<b>CANADIAN</b>	<b>CARIBBEAN</b>	<b>LATAM</b>
\$10,719	\$5,930	\$8,334





AAPA's advocacy efforts are tailored to promote a level playing field, where each member, regardless of size or market share, can flourish.

We are committed to understanding and addressing your specific needs and concerns and to advocating on the issues that matter most to your business. Your success is our priority.

**Join AAPA today.**



@AAPASEAPORTS f X in

1201 Maryland Ave SW , Suite 860  
Washington, D.C. 20024