

The American Waterways Operators

# Atlantic Region Annual Meeting

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January 29-30, 2014

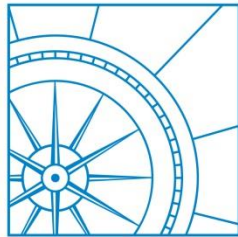
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# SCHEDULE OF EVENTS

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## WEDNESDAY

- 12:00 - 1:30 pm**      **Atlantic Region Board Luncheon**  
Athens South
- 12:30 - 2:00 pm**      **Meeting Registration & Check-In**  
Athens Foyer
- 2:00 - 5:00 pm**      **Discussion Session – Members Only**  
Athens North
- 5:30 - 7:00 pm**      **Annual Meeting Reception**  
Vienna North

## THURSDAY

- 8:00 am - 9:00 am**      **Breakfast with Congressman Cummings**  
Athens South  
*RSVP Required to Frank Leach*
- 9:00 am - 12:00 pm**      **Business Meeting**  
Athens North
- 1:00 - 5:00 pm**      **Atlantic RQSC**  
Athens South  
*(Contact John Harms if interested in participating.)*

# ATTENDEE LIST

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**Booz Allen Hamilton**

Emile Benard

**Coast Guard**

CAPT Lonnie Harrison

CAPT Kevin Kiefer

**Crowley Maritime Corporation**

Veera Yarlagadda

**Dann Marine Towing LC**

J.C. Dann

Jason Wisneski

**Dann Ocean Towing, Inc.**

Stephen Dann

**Edoc Systems Group Ltd**

Paul Cyr

**Express Marine, Inc.**

Croft Register

**Greater NY Marine Transportation, LLC**

Linda Marra

**Hughes Bros., Inc.**

Bob Hughes

**K&L Gates LLP**

Barry Hartman

Jorge Romero

**Kirby Offshore Marine, LLC**

Jeff Parker

**Lyon Shipyard, Inc.**

Johnny Gaskins

George Lyon, Jr.

**McAllister Towing**

Patrick Kinnier

Steven Kress

Buckley McAllister

Mike Reagoso

**Moran Towing Corporation**

Matt Baker

Paul Swenson

Ted Tregurtha

**Norfolk Tug Company**

Hugh McCrory, Jr

**PotashCorp, Aurora**

Bryan Copeland

**Reinauer Transportation Company**

Alan Bish

**TCF Equipment Finance, Inc.**

Richard Paine, Sr.

**The Vane Brothers Company**

Rick Iuliucci

Brendan MacGillivray

**Turn Services, LLC**

Frank Morton

**Water Quality Insurance Syndicate**

Harry Diamond

**Weeks Marine, Inc.**

Steve Brunswick

# DISCUSSION SESSION AGENDA

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*Wednesday, January 29, 2014*

*2:00 – 5:00 p.m.*

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## **Call to Order**

*Mr. Stephen Dann, Dann Ocean Towing, Inc.*

## **Safety Briefing**

*Mr. Mike Reagos, McAllister Towing*

## **2014 Focus and Gameplan**

*Mr. Tom Allegretti, The American Waterways Operators*

## **PAC and Fundraising: What Members Need to Know**

*Mr. John Harms, The American Waterways Operators*

## **International Requirements Impacting Coastal Operators**

*Mr. Brian Vahey, The American Waterways Operators*

## **Moving Member Public Affairs Expectations Forward**

*Ms. Ann McCulloch, The American Waterways Operators*

## **2014 National Priorities**

*Ms. Jennifer Carpenter, The American Waterways Operators*

## **Open Discussion**

*Mr. J.C. Dann, Dann Marine LC*

## **Adjournment**

*Mr. Stephen Dann, Dann Ocean Towing, Inc.*

# BUSINESS MEETING AGENDA

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*Thursday, January 30, 2014*

*9:00 a.m. – 12:00 p.m.*

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## **Call to Order**

*Mr. Stephen Dann, Dann Ocean Towing, Inc.*

## **Safety Briefing**

*Mr. Paul Swensen, Moran Towing Corporation*

## **Atlantic Region Chairman's Remarks**

*Mr. Stephen Dann, Dann Ocean Towing, Inc.*

## **AWO Chairman's Report**

*Mr. Buckley McAllister, McAllister Towing*

## **U.S. Coast Guard Baltimore Sector Report**

*CAPT Kevin Kiefer, U.S. Coast Guard*

## **Atlantic Region Report**

*Mr. John Harms, The American Waterways Operators*

## **Atlantic Offshore Energy Program**

*Mr. Emile Benard, Booz Allen Hamilton*

## **AWO Safety and Environmental Work: Present and Future**

*Ms. Holly Riester, The American Waterways Operators*

## **AWO Board of Directors Elections**

*Mr. Stephen Dann, Dann Ocean Towing, Inc.*

## **Open Discussion**

*Mr. J.C. Dann, Dann Marine LC*

## **Adjournment**

*Mr. Stephen Dann, Dann Ocean Towing, Inc.*

# ATLANTIC REGION 2014 PRIORITIES

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- Manage industry engagement on alternative energy projects in the Atlantic Region and the Coast Guard's ACPARS project to ensure impacts on navigation are minimized.
- Manage industry engagement on No Discharge Zones and other vessel discharge restrictions that are employed regionally or in specific maritime areas to ensure operational impact is balanced with environmental responsibility.
- Ensure consistent application of the LANTAREA Hurricane Policy across all Atlantic Region Coast Guard Sectors in order to protect the lives of tugboat crews.
- Preserve federal preemptive authority over the regulation of interstate commerce and defend against state efforts to regulate vessel operations and navigation, particularly with respect to the Commonwealth of Massachusetts.
- Manage the Atlantic Region Quality Steering Committee of the Coast Guard-AWO Safety Partnership to ensure that AWO's safety goals and operational priorities are addressed.
- Promote positive public awareness of the tugboat, towboat, and barge industry's value to the nation.
- Continue institutionalizing and improving the congressional grassroots program, including the congressional tugboat tour program, as a key component of AWO's advocacy program. Work with AWO members in the Atlantic Region to establish and strengthen relationships with targeted members of Congress.
- Working with the Atlantic Board members, manage the AWO PAC program to achieve the Board-approved goals for the Atlantic Region's PAC participation and financial support.
- Continue to work with all key governmental agencies throughout the region to strengthen partnerships, improve communication and facilitate access to information of importance to the industry. The regional office will advocate to critical agencies that affect the industry.
- Manage industry engagement in all priority state and federal-proposed regional initiatives that broadly affect AWO members.



# Major Issue Challenges and Objectives for 2014

- **Establish and expand positive public awareness of the tugboat, towboat and barge industry's value to the nation.**
- **Implement strategy to ensure that AWO members lead the marine transportation industry in safety over the next decade.**
- **Develop strategy to advance and demonstrate environmental stewardship in the tugboat, towboat and barge industry.**
- **Build and strengthen relationships with Congressional and Administration decision makers whose work impacts AWO members.**
- **Lead the American Maritime Partnership in expanding support for the Jones Act among Congressional and Administration policymakers and building positive public awareness of the domestic maritime industry.**
- **Support Waterways Council, Inc. in advocating for public policy that supports the near- and long-term vitality of the inland waterways infrastructure.**
- **Ensure that navigation and vessel operations are regulated by the federal government and oppose state attempts to usurp the authority of the Coast Guard.**
- **Secure publication of the towing vessel inspection rule and accompanying Coast Guard policy consistent with the recommendations of AWO and TSAC.**
- **Promote a uniform and practical national approach to regulation of ballast water and other vessel discharges.**
- **Promote a practical, science-based approach to crew alertness, watchstanding and rest.**
- **Work with the Coast Guard to ensure that international requirements do not negatively impact the U.S. tugboat, towboat and barge industry.**
- **Ensure the continuity and reliability of commercial navigation throughout the inland waterways system while working with government and other stakeholders to inhibit the movement of invasive species.**

# DIRECTORS REPRESENTING THE REGION

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## Chairman

**Stephen Dann**

*Dann Ocean Towing, Inc.*

## Vice Chairman

**J.C. Dann**

*Dann Marine Towing LC*

## Directors

**Alan Bish**

*Reinauer Transportation Company*

**Art Mead**

*Crowley Maritime Corporation*

**Rick Iuliucci**

*The Vane Brothers Company*

**Jeff Parker**

*Kirby Offshore Marine, LLC*

**Croft Register**

*Express Marine, Inc.*

**Ted Tregurtha**

*Moran Towing Corporation*



**The American Waterways Operators**

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FAX: (703) 841-0389  
EMAIL: jharms@vesselalliance.com

John A. Harms  
Manager - Atlantic Region

January 30, 2014

MEMORANDUM

TO: AWO Atlantic Region Members

FROM: John Harms

CC: Lynn M. Muench  
Tom Allegretti

RE: 2014 Atlantic Board Member Slate

Current Atlantic Region Directors and Officers  
*Directors with terms ending this cycle are italicized.*

Stephen Dann, Dann Ocean Towing, Inc. (2015), *Chairman (2014)*  
J.C. Dann, Dann Marine Towing LC (2015), *Vice Chairman (2014)*  
*Art Mead, Crowley Maritime Corporation (2014)*  
*Croft Register, Express Marine, Inc. (2014)*  
*Jeff Parker, Kirby Offshore Marine, LLC (2014)*  
Ted Tregurtha, Moran Towing Corporation (2015)  
Alan Bish, Reinauer Transportation Company (2015)  
*Rick Iuliucci, The Vane Brothers Company (2014)*  
*Alternate: Rudy Wohl, Weeks Marine, Inc. (2014)*

The Atlantic Region Nominating Committee met on October 17, 2013 in Miami, FL. The committee included Stephen Dann, J.C. Dann, Ted Tregurtha, and Alan Bish.

The Tugboat, Towboat and Barge Industry Association

The committee nominated the following:

Croft Register, Express Marine, Inc.

Jeff Parker, Kirby Offshore Marine, LLC

Rick Iulucci, The Vane Brothers Company

Hugh McCrory, Norfolk Tug Company

Alternate: Linda Marra, Greater NY Marine Transportation, LLC

J.C. Dann, Dann Marine Towing LC, Chairman

Ted Tregurtha, Moran Towing Corporation, Vice Chairman

This slate will be presented at the 2014 Atlantic Region Annual Meeting on January 30 in Baltimore, MD.

# AWO GRASSROOTS REPORT

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## First Session of 113<sup>th</sup> Congress January 1 – December 31, 2013 AWO Member Participation

AWO defines grassroots outreach as a contact between congressional lawmakers and AWO members. The grassroots program uses the two-year Congressional Strategy Plan as a guideline to ensure that grassroots outreach is targeted toward the most influential lawmakers, building relationships to help influence key industry legislation. Participation by AWO members in the grassroots program is an essential element of the association's advocacy program and building ever-increasing participation by carrier members is a Board-approved goal.

### Executive Committee

Executive Committee Participation Goal: 100% (14/14)  
Executive Committee Participation Achieved: 100% (15/15)

### Board of Directors

Board of Directors Participation Goal: 100% (53/53)  
Board of Directors Participation Achieved: 96% (51/53)

### National Targets

Carrier Member Participation Nationwide Goal: 50% (121 out of 241 Carrier Members)  
Carrier Members Participation Achieved: 34% (81 out of 241 Carrier Members)

### Regional Targets

#### Atlantic Region

Carrier Member Goal: 50% (17 out of 32)  
Carrier Member Participation: 44% (14 out of 32)

#### Midwest Region

Carrier Member Goal: 50% (13 out of 26)  
Carrier Member Participation: 46% (12 out of 26)

#### Ohio Valley Region

Carrier Member Goal: 50% (14 out of 27)  
Carrier Member Participation: 63% (17 out of 27)

#### Pacific Region

Carrier Member Goal: 50% (15 out of 30)  
Carrier Member Participation: 43% (13 out of 30)

#### Southern Region

Carrier Member Goal: 50% (65 out of 126)  
Carrier Member Participation: 20% (25 out of 126)

**AWO PAC Overall Activity (Cycle-to-date)**

Total Receipts	\$	85,850.00
Total Disbursements	\$	83,653.93
Total Raised at AWO Fundraisers (Not Including AWO PAC Contributions)	\$	225,550.00
Total AWO Political Impact	\$	309,203.93

**AWO Membership (241 Carrier Companies)**

	% Overall	% AWO PAC Participation	% AWO Fundraiser Participation
Executive Committee	93%	100%	93%
Board of Directors	89%	100%	79%
Carrier Membership	22%	18%	19%

Total AWO PAC Receipts	\$	85,850.00
Total AWO Member Fundraiser Contribution		\$ 177,500.00

**Atlantic Region (32 Carrier Companies)**

AWO Member Company	2013-2014 Goal	2013 PAC Contribution	2013-2014 Fundraiser Contribution	Total Political Contribution	% Carrier Participation
	\$23,500.00	\$ 10,250.00	\$ 28,500.00	\$ 38,750.00	38%
Crowley Maritime Corporation		\$2,500.00	\$9,000.00		
Dann Marine Towing LC		\$600.00	\$1,000.00		
Dann Ocean Towing, Inc.		\$500.00	\$2,000.00		
Express Marine, Inc.		\$500.00	\$1,500.00		
Hughes Bros., Inc.		\$300.00	\$500.00		
Intracoastal Marine, Inc.		\$300.00			
K&L Gates *			\$5,000.00		
Kirby Offshore Marine, LLC		\$500.00			
McAllister Towing		\$2,500.00	\$5,000.00		
Moran Towing Corporation		\$2,000.00	\$3,500.00		
Reinauer Transportation Company		\$50.00			
The Vane Brothers Company		\$500.00	\$1,000.00		
Canal Towing & Assist, Inc.					
Donjon Marine Co., Inc.					
Gore Marine Corporation					
Greater NY Marine Transportation, LLC					
Harbor Lines, LLC					
Krause Marine Towing Corporation					
Metropolitan Marine Transportation, Inc.					
Miller's Launch, Inc.					
Norfolk Tug Company					
Poling & Cutler Marine Transportation Inc.					
PotashCorp, Aurora					
Robbins Maritime, Inc.					
Seabulk International, Inc.					
T & C Towing, Inc.					
TradeWinds Towing LLC					
Weeks Marine, Inc.					
Wilmington Tug, Inc.					
Winslow Marine, Inc.					

# SPEAKER BIOGRAPHIES

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## **Captain Kevin C. Kiefer**

**Commander, Sector Baltimore**  
*United States Coast Guard*

Captain Kevin C. Kiefer currently serves as the Coast Guard Sector Commander in Baltimore, Maryland. His area of responsibility includes all Coast Guard missions in the northern Chesapeake Bay and its tributaries, and the National Capitol Region. His duties include leading as the Captain of the Port; Federal Maritime Security Coordinator; Regional Search and Rescue Coordinator; Officer in Charge of Marine Inspections; and Federal On Scene Coordinator.

Captain Kiefer graduated from the U.S. Coast Guard Academy in 1989 and holds a Master of Science Degree in Engineering (Naval Architecture and Marine Engineering) and a Master of Engineering Degree (Manufacturing) from the University of Michigan.

Before transferring to Baltimore, Captain Kiefer was assigned as Chief, Office of Port and Facility Compliance at U.S. Coast Guard Headquarters in Washington, DC. Responsible for the safety, security and environmental protection of domestic ports, specific focus areas of the office included developing policy for the enforcement of the Maritime Transportation Security Act; implementation of the Transportation Worker Identification Credential; port recovery and resiliency; supply chain security; and strategy for the protection of dangerous cargoes, critical infrastructure, and high value assets. As a delegate to the International Maritime Organization, Captain Kiefer worked global supply chain security and maritime trade recovery initiatives at Maritime Safety Committee and Facilitation Committee meetings. He also served as Staff Director/Current Plans at the National Incident Command in Washington, DC for the 2010 Deepwater Horizon oil spill response.

After an initial tour aboard the Coast Guard Cutter VALIANT in Galveston, Texas, Captain Kiefer served in the Acquisitions Office at Coast Guard Headquarters as the configuration manager for three buoy tender replacement projects. He then transferred to MSO Tampa, Florida where he worked as a marine inspector and was Chief of the Port State Control Section. He later returned to Coast Guard Headquarters for a tour in the Marine Safety, Security and Environmental Protection Office where he was assigned to the Lifesaving and Fire Safety Standards Division and served as a delegate on the International Maritime Organization's Subcommittee on Fire Protection. Captain Kiefer next moved to MSO Corpus Christi, Texas where he first served as Chief of the Port Management Department and later as Executive Officer, during which time he was the lead planner for the nation's largest military outload operation in support of Operations Enduring Freedom and

Iraqi Freedom. He later transitioned to Chief of the Prevention Department when the unit joined the nearby Group/Air Station and formed Sector Corpus Christi. He was next assigned as Commanding Officer of Marine Safety Unit Huntington, West Virginia where his area of responsibility included the Port of Huntington Tri-State, the largest inland and seventh largest port in the nation per annual tonnage.

Personal decorations include four Meritorious Service Medals, Coast Guard Commendation Medal, 9-11 Medal, Coast Guard Achievement Medal, and Army Achievement Medal.

## **Emile Benard**

### **Lead Associate**

*Booz Allen Hamilton*

Emile Benard is a retired Coast Guard Commander with over 24 years experience in Maritime Safety, Security and Environmental Protection. He has senior level program management and analysis experience including serving as Chief, Waterways Management Branch at Coast Guard Atlantic Area. He is currently a Lead Associate with Booz Allen Hamilton and has been supporting the Coast Guard Atlantic Area as the Project Manager for the Atlantic Coast Port Access Route Study (ACPARS) for the last three years. Mr. Benard holds a Bachelor of Science Degree in Applied Science from the United States Coast Guard Academy and a Masters of Health Science Degree in Industrial Hygiene from Johns Hopkins School of Hygiene and Public Health.



