To help new members introduce themselves to the AAPA membership, AAPA gives all new members the opportunity to present a webinar for free within their first year of being a member. This benefit for new members will give them the chance to showcase their expertise and thought leadership while gaining visibility in front of our port members.

How It Works
AAPA hosts the webinar on our platform. We want the webinar to be as successful as possible, so we promote it by sharing it in our weekly Advisory e-newsletter, via emails, and in social media posts. The member is responsible for providing us with the session title and description and for presenting the content.

Testimonials From Recent Hosts
Our new members who have presented webinars in 2021 have been pleased with their results. Read on to hear about their thoughts regarding the webinars.

SOCAL Approach
“If you’re looking to tap into the community of port authorities, the AAPA webinar provides a great opportunity. They helped us reach the right people with the right message. They’re a voice of authority in the industry.”

– George J. Owens, Founder, President and Principal Consultant, SOCAL Approach
ARES Security

“Our team at ARES Security was extremely satisfied with the Future of Seaport Security & Safety Technology Webinar we produced in conjunction with AAPA. AAPA made the webinar process quick and easy, and also brought in a large and focused audience for our presentation. This provided a valuable forum to discuss the everchanging environment of seaport technology with key stakeholders in the industry.”

– Coleman Maness, Public Safety & Critical Infrastructure Representative, ARES Security Corporation

NearshoreNetworks

“NearshoreNetworks joined AAPA to meet and serve members. Job done! After our first webinar knew we had found a home among friends who could use our services. Many great contacts made and our network continues to expand as we get to know everyone.”

– Bob Miltenberger, CEO NearshoreNetworks

High-Level Data From 2021

These webinars have brought in above-average data that has benefitted our new members. From presenting, our members have experienced:

- 66% of webinar attendees are ports
- Over ¾ of attendees are decision makers
- Average attentiveness of 53 minutes out of 60 minutes
- 257 total registrants with 168 that attended, that’s a **65% average of registrants who attended the webinars**!

Getting in front of these attendees will help your organization achieve its business goals!
Port Members That Attended New-Member Webinars in 2021

- Administración Nacional de Puertos – ANP (Uruguay)
- Alabama State Port Authority
- Albany Port District Commission
- Autoridad Portuaria Nacional de Perú
- Calhoun Port Authority
- City & Borough of Juneau Docks & Harbors
- Cleveland-Cuyahoga County Port Authority
- Curacao Ports Authority
- Duluth Seaway Port Authority
- Freeport Harbour Company
- Hawaii Department of Transportation, Harbors Division
- Instituto Costarricense de Puertos del Pacífico (INCOP)
- Jackson County Port Authority
- Lake Charles Harbor & Terminal District
- Maryland Port Administration
- Massachusetts Port Authority
- Mississippi State Port Authority at Gulfport
- Oxnard Harbort District – Port of Hueneme
- Pease Development Authority Div. of Ports & Harbors
- PhilaPort
- Port Everglades
- Port Milwaukee
- Port of Alaska
- Port of Anacortes
- Port of Barranquilla
- Port of Beaumont
- Port of Brownsville
- Port of Kalama
- Port of Longview – Longview, WA
- Port of Corpus Christi
- Port of Everett
- Port of Davisville/Quonset Development Corp
- Port of Grays Harbor
- Port of Port Arthur
- Port of Redwood City
- Port of Rotterdam
- Port of Vancouver
- Port of Harlingen
- Port of Los Angeles
- Port of Longview
- Port of San Diego
- Port of Seattle
- Port of Vancouver USA
- Port Saint John
- PortMiami
- Ports Authority of the Turks and Caicos Islands
- Puerto Rico Ports Authority
- Santos Port Authority
- St. John’s Port Authority
- Tampa Port Authority
- The Port Authority of New York & New Jersey
- The Northwest Seaport Alliance

Let’s Get Started!

New member webinars are a great opportunity to improve visibility for your company within the seaport industry. Don’t miss out on your opportunity to get in front of the top decision-makers and those with buying authority within the maritime industry! Join the AAPA community, and schedule your webinar today! Please reach out to our Senior Manager of Membership Growth, Paula Gonzalez, by phone at +1(703) 517-6129 or by email at pgonzalez@aapa-ports.org.