

Port Security

A View from the Private Sector

DHS University Programs Conference
March 20, 2008

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Resiliency is not an Island – It's an Intersection



Ports like any other infrastructure are interdependent. They can not operate, be effective or be sustainable ***alone***. They require bridges, networks and connections to provide the port with capacities to succeed.

Having forged productive relationships with key partners for 'good days' means you can draw upon them on 'bad days.'

Ports are...?



Ports aren't necessarily public sector...

And they aren't necessarily private sector but...

They must make Money!

Look Beyond the Perimeter of the Port



- Risk Assessments and Security considerations should extend beyond the perimeter of the physical port ‘footprint.’
- There are other factors, players and considerations that are outside of the port’s gates which can and do have a dramatic impact upon their operations.

Include Tenants and Customers in the Port Security Plan



- People and companies that are part of a security plan and know a plan, can execute it when necessary.
- Without its day to day tenants and customers, a port is not operational.
- Including them as valued components and contributors is essential to the port's security plan

Security is an Expense, Resilience is an Investment



There are and always will be costs associated with providing adequate security for a port facility. It is part of the operating costs of any business. But...

Resiliency is an investment in a port's ability to recover from events large and small; maintain and restore operations; and keep commerce flowing.

What are you afraid of?



FEAR

UNTIL YOU HAVE THE COURAGE TO LOSE SIGHT OF THE SHORE,
YOU WILL NOT KNOW THE TERROR OF BEING FOREVER LOST AT SEA.

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Does it really make sense?



IDIOCY

NEVER UNDERESTIMATE THE POWER OF STUPID PEOPLE IN LARGE GROUPS.

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Does Collaboration Mitigate Risk?

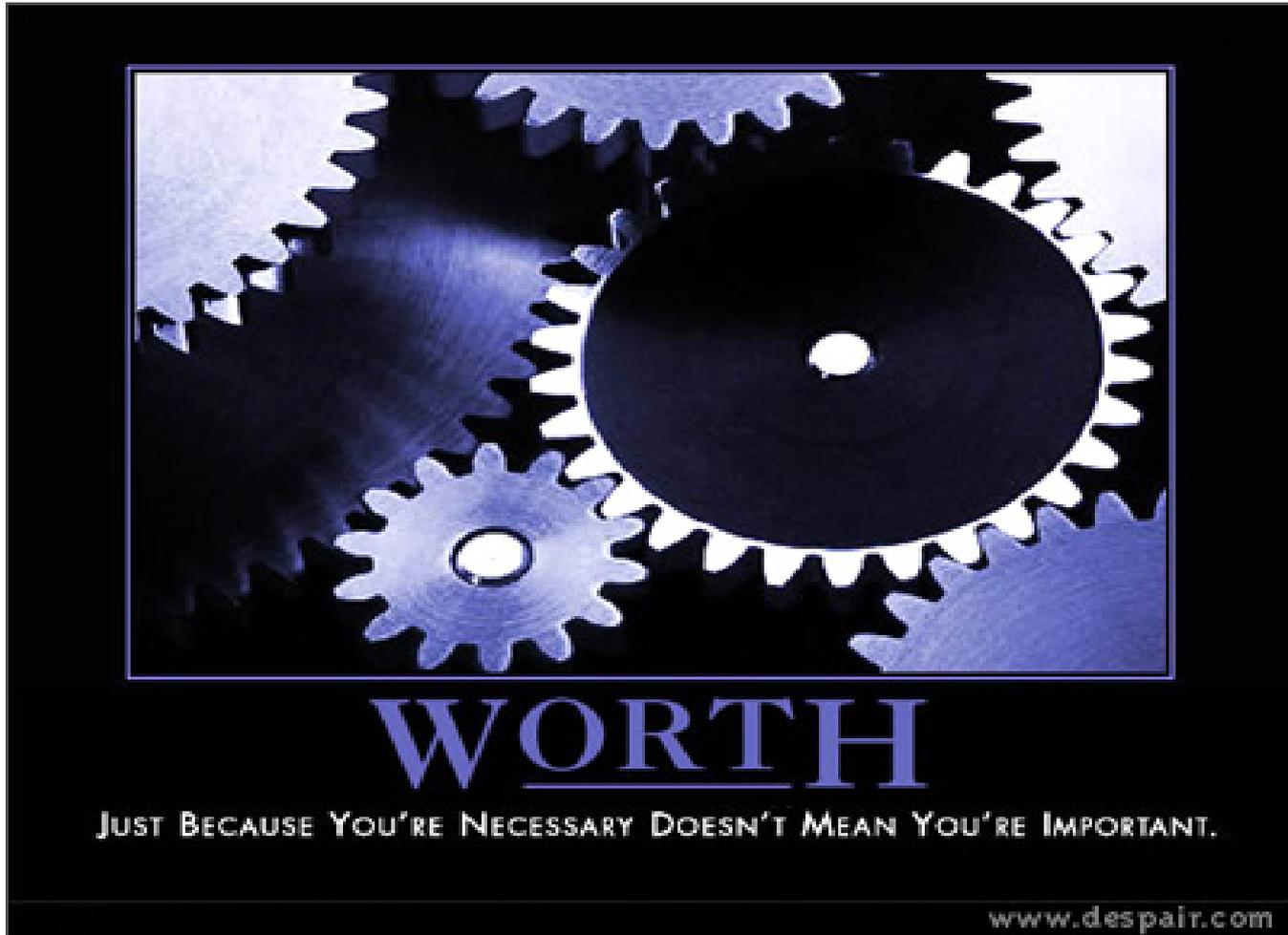


MEETINGS

NONE OF US IS AS DUMB AS ALL OF US.

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How do you determine value?



Closed Ports Don't Make Money

- **Notable Port Operations that have experienced significant service disruptions**
 - PANYNJ (Sept 11, 2001 Shutdown)
 - Port Canaveral, FL (2004 Cruise ship/Fuel Tanker channel blockage)
 - Port of Los Angeles/Long Beach, CA (2003-2004 Labor Dispute)
 - Port of New Orleans, LA (2005, Katrina)

What are the real vulnerabilities?



MISTAKES

IT COULD BE THAT THE PURPOSE OF YOUR LIFE IS
ONLY TO SERVE AS A WARNING TO OTHERS.

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Sensitivities to Research about Port Security

- **Fear of Embarrassment** – What are you going to find out about me and share?
- **Identifies Vulnerabilities** – What are the Port's weaknesses in security, operations, market penetration, etc?
- **Releases Critical Information** – What information will you share that could impact the Port's market share and operations?

What a Port will ask Researchers

- Who is doing the research?
- What are you looking for?
- Who will see this?
- When do I (Port Management) get to see the preliminary / final results?
- Will it be published?
- Who has access/owns right to collected information?
- What are your assumptions about the Port, its operations, its people, customers, etc.?

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