

# USA: INFRASTRUCTURES DAY

Business Opportunities for Infrastructures in the US Market

Business Conference

21th November 2014

Auditório do Banco Popular  
Rua Ramalho Ortigão, 51 Lisboa



Organização:



Patrocinadores:



Apoio:



# AGENDA

## MORNING

**09:15** *Registration*

**09:30** *Open Remarks – USA Infrastructures Day*

**Mr. José Joaquim Oliveira**

President of AmCham Portugal

**Mr. Pedro Canalejo**

Chairman of ASICMA and World Center Engineering Foundation

**Mr. Vital Morgado**

Administrador of AICEP

**Mr. Sergio Silva Monteiro**

Secretary of State for Infrastructures, Transports and Communications

**10:30** *Investment opportunities in the US: SelectUSA Program*

**Mrs. Lora Baker**

Commercial Counselor of U.S. Embassy Lisbon

**10:45** *Some Clues to improve the way to do business in the USA*

**Mr. Germán Loperena**

Managing Partner at S&F International

**11:15** *Coffee break*

## TRANSPORT SECTOR

Moderator: **Mr. Ricardo Pedrosa**, President of AECOPS

**11:30** *Overview: Railway sector in USA: business opportunities*

**Ms. Karen Hedlund**

Deputy Administrator of the Federal Rail Administration

**12:15** *The Northeast Corridor Infrastructure Project in USA*

**Ms. Janet Campbell-Lorenc**

Senior Manager of NEC Business Development at Amtrak

**13:00** *Debate*

## AFTERNOON

### **14:30 Roundtable: Public Private Partnership – PPP – models in transport area in USA**

**Mr. Jose Antonio Morán,**

Partner Director at Baker & McKenzie (Chicago, Illinois)

**Mr. André Villas-Boas**

Business Development Director at Soares da Costa

### **15:15 Debate**

## ENERGY AND WATER SECTOR

### **15:30 Business Opportunities and Investments in Water Treatment Systems in USA**

**Mr. Michael Liikala**

President of Solutions International

### **16:00 Coffe break**

Moderator: **Mr. João Simão Pires**, Executive Director PPA

### **16:20 Oil & Gas in USA**

**Mr.** (to be confirmed)

Repsol

**Mr.** (to be confirmed)

EDP

### **16:50 EPC's (Engineering Procurement and Construction) in the Energy Sector in USA**

**Mrs. Mona Dajani**

Partner at Baker & McKenzie Chicago Office

### **17:20 Debate**

### **Participants will receive (after the event):**

- . A report about water and infrastructure sectors in California
- . Information about infrastructures projects in U.S.

# SPEAKERS



**Janet Campbell-Lorenc**, AICP, serves as Senior Director, NEC Business Development in **Amtrak's** Northeast Corridor Infrastructure and Investment Development department.

Her responsibilities are to identify, pursue, and capture commercial business opportunities and seek new partnerships and relationships in the **Northeast Corridor**.

She oversees large scale master planning for major station complexes with multiple public and private stakeholders such as Washington, D.C. Union Station, Baltimore Penn Station, Philadelphia 30th Street Station, and Boston South Station. She develops and implements strategies for driving new top line revenues and bottom line profits by exploiting the potential of Amtrak's NEC assets. Ms. Campbell-Lorenc has extensive experience in the rail industry. Her previous positions included Director of Planning for SYSTRA Consulting and Director of Service Development for New Jersey Transit.

She has a Master's in Planning and is AICP certified.



**Karen Hedlund**, Deputy Administrator, **Federal Railroad Administration**. Karen Hedlund was appointed Deputy Administrator of the Federal Railroad Administration in December 2011. Prior to her appointment, she served as FRA Chief Counsel, providing legal oversight and advice for the agency's safety and passenger rail programs, with a focus on implementation of the High-Speed Intercity Passenger Rail (HSIPR) Program. With more than 35 years of experience in the legal profession, Hedlund's knowledge and expertise of major infrastructure projects and public finance continue to be an invaluable asset to FRA in her capacity as Deputy Administrator.

Before coming to the U.S. Department of Transportation, she was a partner at Nossaman LLP, from 1995 to 2009, leading the national firm's East Coast Infrastructure Practice where she advised state DOTs, regional transportation authorities and other entities about the use of innovative financing for large infrastructure projects including highways, transit and rail systems.

Karen announced her departure from the FRA on September but nowadays a new deputy administrator has not yet been named.



**Michael Liikala** is President of Solutions International, a firm focused on helping leading firms enter the U.S. and international markets in the infrastructure, renewable energy and technology sectors. He has gained a reputation as a highly competent and efficient advisor to select Fortune 1000 and newly emerging firms.

Before returning to the private sector, Mr. Liikala had a distinguished and highly recognized career spanning over 20 years of service in senior U.S Government positions. In the United States, Mr. Liikala served as Western Regional Director for the U.S. Department of Commerce, managing 33 offices in 13 states.

Mr. Liikala has a Masters Degree from John Hopkins School of Advanced International Studies in International Law/Economics and a Masters Degree in Finance and Public Administration from the University of Southern California. He received a BA in Law and Public Policy from the University of California. He has lectured and spoken to business groups worldwide, including Executive programs at Harvard, the University of California and leading think tanks and is often quoted in business media including the Wall Street Journal and foreign business press.



**German Loperena**, Vice President European American Enterprise Council Mr. German Loperena, Aerospace Engineer and MBA, has more than 16 years experience in business development, management and international relations. Infrastructures, Transportation, Energy, ITC, Industry and Aerospace are his main areas of interest. Managing partner of S&F International and European American Enterprise Council Board Member, Mr. Loperena has helped construction, engineering, IT, Cleantech, Energy and Aerospace companies from abroad to develop their business in the USA. German has worked with several US and European States and Public Institutions in order to promote trade, by organizing trade missions, as well as implementing business development and investment programs.

## About AMTRAK



The **National Railroad Passenger Corporation**, doing business as **Amtrak**, is a publicly funded railroad service operated and managed as a for-profit corporation which began operations on May 1, 1971, to provide intercity passenger train service in the United States.

Amtrak operates more than 300 trains each day on 21,300 miles (34,000 km) of track with select segments having civil operating speeds of 150 mph (240 km/h) and connecting more than 500 destinations in 46 states in addition to three Canadian provinces. In fiscal year 2012, Amtrak served a record 31.2 million passengers and had \$2.88 billion in revenue while employing more than 20,000 people. Nearly two-thirds of passengers come from the ten largest metropolitan areas and 83% of passengers travel on routes of 400 miles or less. Its headquarters is at Union Station in Washington, D.C.

## About North East Corridor



The NEC is defined as the main rail artery between major cities in the Northeast region, connecting Washington, D.C. to Boston, MA, with branches to Harrisburg, PA, Springfield, MA, Albany, NY and Richmond, VA.

The growing trend towards urbanization and the economic linkage between the various centers of the Northeast megaregion have contributed to a growing demand for intercity travel within the Corridor. Compounded by the worsening congestion on regional highways and airports, demand for rail services in the NEC is strong. As evidence, Amtrak NEC rail ridership has grown on average by approximately 5% per year for the last 5 years, and there has been similar strong growth in much of the commuter rail ridership serving the megaregion's major cities along the NEC and its feeder lines.

Amtrak acquired the majority of the NEC on April 1, 1976. This main line became Amtrak's "jewel" asset, and helped the railroad generate significant revenues. While the NEC ridership and revenues were higher than any other segment of the system, the cost of operating and maintaining the corridor proved to be overwhelming. As a result, Amtrak's federal subsidy was increased dramatically. In subsequent years, other short route segments not needed for freight operations were transferred to Amtrak. Nevertheless, in general, Amtrak remained dependent on freight railroads for access to most of its routes outside of the northeast.

Since the 2010 release of The Northeast Corridor Infrastructure Master Plan (the Master Plan) and A Vision for High-Speed Rail in the Northeast Corridor (the 2010 HSR Vision), Amtrak has continued to advance Northeast Corridor (NEC) program planning and stakeholder outreach along the Corridor. At the heart of this continuing effort was the creation of an integrated NEC Capital Investment Program, which brings together the comprehensive work from the Master Plan and 2010 HSR Vision into a single program focused on delivering near-term improvements while advancing long-term capacity expansion and performance upgrades for high-speed rail (HSR) and other services.

## About the Federal Railroad Administration



The **Federal Railroad Administration (FRA)** is an agency in the United States Department of Transportation. The agency was created by the Department of Transportation Act of 1966. The purpose of FRA is to promulgate and enforce rail safety regulations, administer railroad assistance programs, conduct research and development in support of improved railroad safety and national rail transportation policy, provide for the rehabilitation of Northeast Corridor rail passenger service, and consolidate government support of rail transportation activities.

## **About High Speed Rail in USA**

Plans for high-speed rail in the U.S. date back to the High Speed Ground Transportation Act of 1965. Various state and federal proposals have followed. Definitions of what constitutes high-speed rail vary, including a range of speeds over 110 miles per hour and dedicated rail lines. Inter-city rail in the United States with top speeds of 90 mph (145 km/h) or more but below 150 mph (241 km/h) is sometimes referred to as higher-speed rail. There are plans for higher-speed rail and high-speed rail in California, the Midwest, New England, Florida, Texas, Pennsylvania, the Pacific Northwest, Colorado/ New Mexico, and the Southwestern United States.

A federal allocation of \$8 billion for high-speed rail projects was part of the 2009 stimulus package and prompted U.S. federal and state planners to coordinate the expansion of high-speed services to ten other major rail corridors. California High-Speed Rail is a High-speed rail infrastructure project planned between Anaheim and San Francisco via San Jose. It will take at least until 2028 to complete, with its first stage targeted for completion in 2017. In 2012, Amtrak made a \$151 billion proposal to build its first dedicated high-speed rail line by 2040. Amtrak's proposal called for construction of a high-speed capable rail line that would allow for a speed of 220 mph and cut trips between New York City and Washington, D.C. to 94 minutes.