

## Manual

Workshop 02-3  
**“Port Financing I”**  
Hamburg  
11.-15.09.2006



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## General Information

### Transportation:

The easiest way to reach the hotel at Hamburg is

- from Hamburg Airport by taxi (approx. 25 €),
- from Central Train Station (Hbf) by taxi (approx. 15 €).

Other possibilities: see hotel website.

### Hotel


All PORT-NET partners have accommodation reserved at the *Hotel Hafen Hamburg*, one of the most famous harbor views directly above St. Pauli Landungsbrücken.


#### Address

Hotel Hafen Hamburg

Seewartenstraße 9

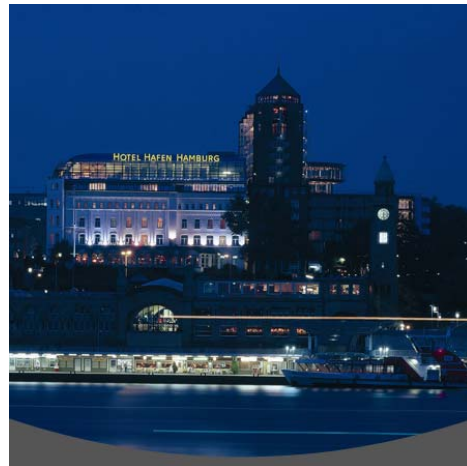
20459 Hamburg

 +49 (0) 40 31 11 3 - 0

 +49 (0) 40 31 11 3 - 0

 [info@hotel-hamburg.de](mailto:info@hotel-hamburg.de)

[www.hotel-hamburg.de](http://www.hotel-hamburg.de)



**Currency:** Euro

**Venue:**

The PORT-NET workshop “Port Financing I” will take place at different locations

**1) State Ministry for Economic and Labour Affairs (BWA)**

Room: 826  
Alter Steinweg 4  
20459 Hamburg



**2) HypoVereinsbank (HVB)**

Großer Sitzungssaal  
Alter Wall 22  
20457 Hamburg



**Contact Persons:**

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Web: [www.uniconsult-hamburg.de](http://www.uniconsult-hamburg.de)

NORTH East South West <b>INTERREG IIC</b>		Port-Net Workshop (WS 02-03), incl. General Assembly: <b>"Port Financing II", Hamburg, 11. – 15.09.2006 (Programme Overview)</b>		 		
11.09. Monday	12.09. Tuesday	13.09. Wednesday	14.09. Thursday	15.09. Friday		
<p>Individual arrival</p> <p>Check-in at Hotel "Hafen Hamburg"</p> <p>Hotel Hafen Hamburg Seewartenstraße 9 - 20459 Hamburg, Germany Telephone: +49 (0)40 / 31 11 3 - 0 Telefax: +49 (0)40 / 31 11 3 - 70 601 Info: <a href="http://www.hotel-hafen-hamburg.de/eng_index">http://www.hotel-hafen-hamburg.de/eng_index</a></p>	<p><b>09:00 – 09:30</b> Walk (12-15 min) to State Ministry for Economic and Labour Affairs (BWA) Alter Steinweg 4 20459 Hamburg</p> <p><b>09:30 – 10:15</b> General Assembly (GA) Part I: - Official Welcome by Dr. Matthias Ross, Port-Net Representative, Hamburg Port Authority (HPA) - Present Status of Port-Net Implementation (Dr. Matthias Ross, HPA, and Hans-Ulrich Wolff, Project Management Team)</p>	<p><b>09:00 – 10:45</b></p> <p>City Information Tour Free and Hanseatic City of Hamburg (by bus, departure at hotel, arrival at BWA)</p>	<p><b>09:00 – 09:30</b> (Guided) transfer by public transport</p>	<p><b>Morning</b> Departure of foreign partners and guests</p>		
	<p><b>10:15 – 10:30</b> Coffee Break</p>	<p><b>11:00 – 12:15</b> "Public Private Partnership - Chances and limits for financing port infrastructure" (Dr. Ullrich Hautau, HPA)  Location: BWA, Room 826</p>	<p><b>10:30 – 11:15</b> Welcome and introduction to HypoVereinsbank (HVB) role in infrastructure financing (Hans-Hermann Wilckens, Director Maritime Industries/Scandinavia) Alter Wall 22 - 20457 Hamburg Room: HVB, Großer Sitzungssaal</p>	<p><b>09:30 – 10:00</b> Welcome and introduction to HypoVereinsbank (HVB) role in infrastructure financing (Hans-Hermann Wilckens, Director Maritime Industries/Scandinavia) Alter Wall 22 - 20457 Hamburg Room: HVB, Großer Sitzungssaal</p>		
	<p><b>10:30 – 11:30</b> GA Part II: - Outlook - Diskussions</p>		<p><b>11:15 – 11:45</b> Coffee Break</p>	<p><b>11:15 – 11:45</b> Coffee Break</p>		
	<p><b>11:30 – 11:45</b> Walk to Jungfernstieg</p>	<p><b>12:15 – 13:30</b> Lunch Break</p>	<p><b>11:45 – 13:00</b> "Project Financing - Financing of the Ports - Case Study" Angelo Bartoli, Project Manager Transportation/PP, Global Project &amp; Structured Finance (HVB) Room: HVB, Großer Sitzungssaal</p>			
		<p><b>13:30 – 14:45</b> "Private Port Financing - Best Practice in Great Britain" (Richard Morton/John Winn, Haven Gateway Partnership)  Location: BWA, Room 826</p>	<p><b>13:00 – 14:15</b> Lunch Buffet (sponsored by HVB)</p>			
		<p><b>14:45 – 15:00</b> Coffee Break</p>	<p><b>15:00 – 16:00</b> "Hafenquerspanne - PPP for financing Hamburg port infrastructure?" (open) Location: BWA, Room 826</p>	<p><b>14:15 – 15:30</b> Official Closing: Evaluation, Results and Recommendations Room: HVB, Großer Sitzungssaal END OF WORKSHOP</p>		
		<p><b>15:00 – 15:15</b>  "State aid and the port sector - the legal aspects" (Jana Schiedek, HPA)  Location: BWA, Room 826</p>		<p><b>15:30 – 17:00</b> <b>Wrap-up of General Assembly:</b> Working Group I meeting ( Antwerp, Hamina, Riga and Hamburg) plus "interested" other Steering Committee members</p>		
		<p><b>15:45 – 17:00</b> "State aid and the port sector - the european perspective" (Lieselot Marinus, European Sea Ports Organisation, ESPO)  Location: BWA, Room 826</p>				
	<p><b>18:00 – 18:45</b> Registration of participants from partner organisations (at hotel lobby)</p>					
	<p><b>18:45 – 19:00</b> Transfer / walk</p>					
<p><b>19:00 – 21:30</b> Informal welcome drink (incl. small bite) Restaurante SAGRES Vorsetzen 53 20459 Hamburg</p>	<p><b>19:30 – 20:00</b> Transfer</p>	<p><b>18:30 -19:45</b> (walk from hotel starts at 18:15 hours) Cultural Event: Hamburg Museum Grand special exhibition of "THE HAMBURG SOUND – BEATLES, BEAT &amp; GROSSE FREIHEIT". <b>From 21:00 hours (optional):</b> around the Außenalster Chinatime 2006 Night of Harmony w</p>	<p><b>Evening</b> For individual scheduling</p>			
	<p><b>20:00 – 22:00</b> Official Dinner Warsteiner Elbspeicher</p>					



**PROJECT PART-FINANCED  
BY THE EUROPEAN UNION**

supported by:

State Ministry for Economic  
and Labour Affairs



HypoVereinsbank

Member of  
**UniCredit Group**

## Programme

### Monday, September 11

Individual afternoon arrival of participants at Hamburg

Check-in at: "Hotel Hafen Hamburg"  
Seewartenstraße 9 - 20459 Hamburg  
Telephone: +49 (0)40 / 31 11 3 - 0

#### 18:00-18:45

Registration of participants from partner organisations at hotel lobby  
(Mrs. Silke Lorenzen UNICONSULT/PMT-Administration)

#### 18:45-19:00

Transfer/walk from hotel

#### 19:00-21:30

Welcome Drink (incl. small bite)  
"Restaurante SAGRES"  
Vorsetzen 53  
20459 Hamburg

### Tuesday, September 12

#### 09:00-09:30

supported by



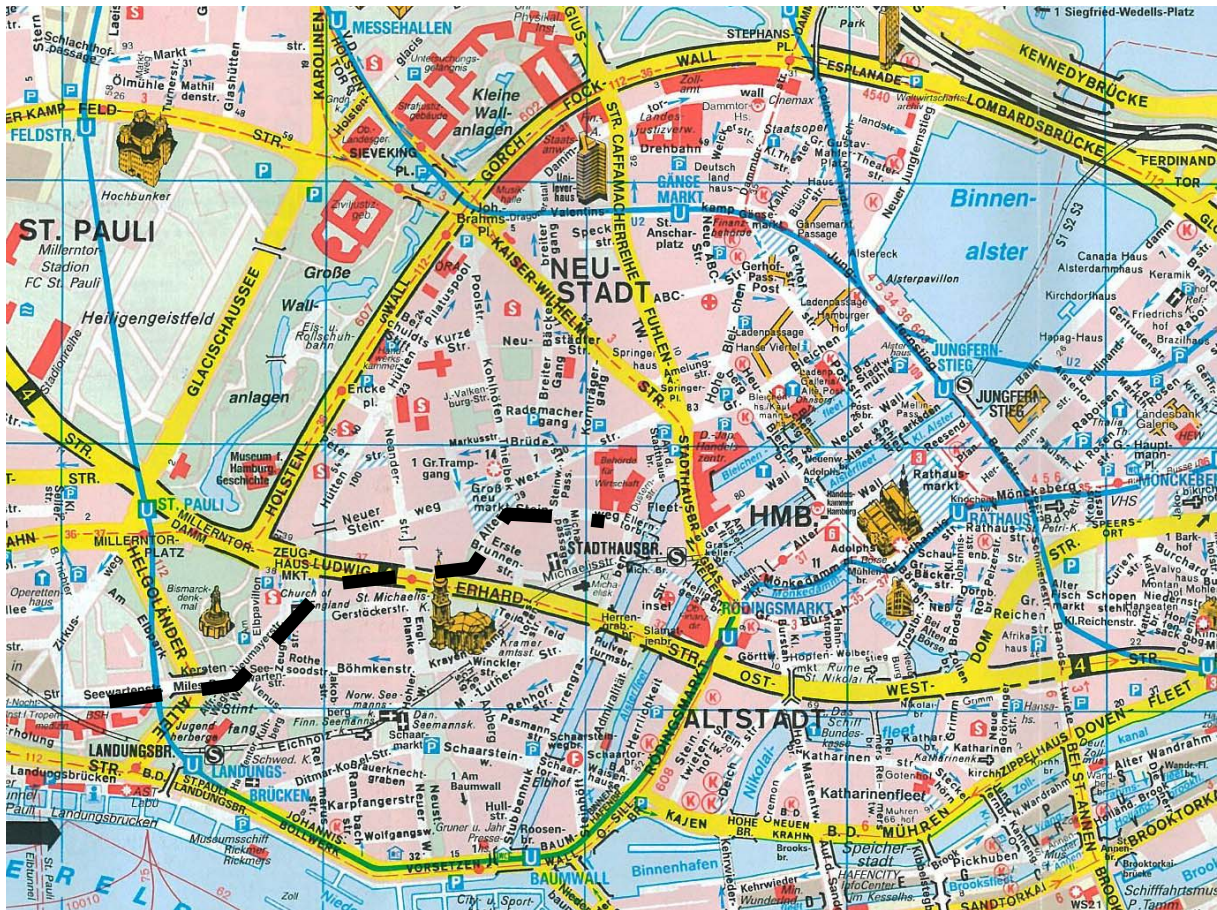
Walk (12-15 min) to **State Ministry for Economic and Labour Affairs (BWA)**  
Alter Steinweg 4 - 20459 Hamburg

#### 09:30-10:15

General Assembly (GA) Part I:

- Official Welcome by Dr. Matthias Ross; Hamburg Port Authority (HPA) Port-Net Representative
- Present Status of Port-Net Implementation, Dr M. Ross (HPA) and Hans-Ulrich Wolff (Project Management Team)
- Discussions

Location: BWA, Room 826



**10:15-10:30**

Coffee Break

**10:30-11:30**

GA Part II: - Outlook  
- Diskussions

**11:30-11:45**

Walk to Jungfernstieg

**11:45-13:45**

"Alstertörn" (inkl. lunch bite)

**13:45 – 14:00**

Walk to BWA

**13:30 – 14:00**

Registration of workshop participants and guests

Location: BWA, Room 826

**14:00-15:15**

"State aid and the port sector - the legal aspects" (Jana Schiedek, HPA)

Location: BWA, Room 826

**15:15-15:45**

Coffee Break

**15:45-17:00**

"State aid and the port sector - the European perspective" (Lieselot Marinus, European Sea Ports Organisation, ESPO)

Location: BWA, Room 826

**19:30-20:00**

Transfer

**20:00-22:00**

Official dinner

Warsteiner Elbspeicher

**Wednesday, September 13**

**09:00-10:45**

City Information Tour (by bus) Free and Hanseatic City of Hamburg

(Departure from hotel, arrival at BWA)

**11:00-12:15**

"Public Private Partnership - Chances and limits for financing port infrastructure"

(Dr. Ullrich Hautau, HPA)

Location: BWA, Room 826

**12:15-13:30**

Lunch Break

**13:30-14:45**

"Private Port Financing - Best Practice in Great Britain"  
(Richard Morton / John Winn, Haven Gateway Partnership)  
Location: BWA, Room 826

**14:45 - 15:00**

Coffee Break

**15:00 - 16:00**

"Hafenquerspange - PPP for financing Hamburg port infrastructure?"  
Dr. Jörg Märkt (Hamburg Chamber of Commerce)  
Location: BWA, Room 826

**18:30 - 19:45** (walk from hotel starts at 18:15 hours)

Cultural Event

Hamburgmuseum: i.a. Grand special exhibition of  
"THE HAMBURG SOUND – BEATLES, BEAT & GROSSE FREIHEIT".

**From 21:00 (optional)**

Around the Außenalster  
Chinatime 2006  
"Night of Harmony" with big fireworks

**Thursday, September 14**

**09:00-09:30**

Transfer (guided) by public transport

**09:30:10:00**

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Welcome and introduction to **HypoVereinsbank (HVB)**

Role in infrastructure financing (Hans-Hermann Wilckens, Director Maritime Industries/Scandinavia)

Alter Wall 22 - 20457 Hamburg

Room: HVB, Großer Sitzungssaal (whole day)

**10:00-11:15**

"Project Financing - Financing of the Ports"

Michael Piwaronas,

Vice President Transportation/PP, Global Project & Structured Finance (HVB)

Room: HVB, Großer Sitzungssaal

**11:15 - 11:45**

Coffee Break

**11:45 – 13:00**

"Project Financing - Financing of the Ports - Case Study"

Angelo Bartoli, Project Manager Transportation/PP, Global Project & Structured Finance (HVB)

**13:00-14:15**

Lunch Buffet (sponsored by HVB)

**14:15 – 15:30**

Official Closing: Evaluation, Results and Recommendations

**End of workshop 02-3**

**15:30 – 17:00**

Wrap-up of General Assembly:

Working Group I meeting

Antwerp, Hamina, Riga and Hamburg plus "interested" other Steering Committee members

**Evening for individual scheduling (or departure)**

**Friday, September 15**

**Morning:**

Departure of foreign participants and guests

## List of Participants (Partners and Guests)

No	Name	Company / Institution
1	Michael Stange	State Ministry for Economic and Labour Affairs (BWA)
2	Dr. Judith Wiczorek	BWA
3	Liselot Marinus	European Sea Ports Organisation (ESPO)
4	Edgars Suna	Freeport of Riga Authority
5	Dr. Jörg Märkt	Hamburg Chamber of Commerce
6	Dr. Matthias Ross	Hamburg Port Authority (HPA)
7	Wolf von der Mosel	HPA
8	Jana Schiedek	HPA
9	Michael Bölting	HPA
10	George Courtauld	Haven Gateway Partnership
11	Peter Winn	Haven Gateway Partnership
12	Richard Morton	Haven Gateway Partnership
13	John Winn	Haven Gateway Partnership
14	Beata Kuleviciute	Klaipeda State Seaport Authority
15	Björn Jacobsen	Lübeck Business Development Corp. (LBDC)
16	Johannes Scharnberg	LBDC
17	Ray Stafrace,	Malta Maritime Authority
18	Rita Gobbi	Municipality of Ancona
19	Grzegorz Kowalski	Polish Ministry of Maritime Economy / Warsaw
20	Prof. Krzysztof Luks	Port of Elblag
21	Birgitta Olsson	Port of Hamina
22	Thomas Kampmann	Port of Koege
23	Riina Palu	Port of Tallinn
24	Maurizio Campanai	Regione Emilia Romagna
25	Iwona Górecka	Szczecin-S. Seaports Authority
26	Krzysztof Pilarski	Szczecin-S. Seaports Authority
27	Maciej Adamkiewicz	Szczecin-S. Seaports Authority
28	Jens Benecke	Technical University (TU) – Hamburg-Harburg
29	Helmut Varchmin	TÜV Nord
30	Andrey Stavnitser	TIS-Port Ukraine
31	Angelo Gandini	Province of Alessandria
32	Hans-Ulrich Wolff	Uniconsult / PMT
33	Silke Lorenzen	Uniconsult / PMT
34	Claus Heuer	Uniconsult / PMT

## List of Speakers

No	Name	Company / Institution
1.	John Winn	Haven Gateway Partnership
2.	Richard Morton	Haven Gateway Partnership
3.	Jana Schiedek	HPA
4.	Dr. Ullrich Hautau	HPA
5.	Angelo Bartoli	HypoVereinsbank (HVB)
6.	Michael Piwaronas	HVB
7.	Hans-Hermann Wilckens	HVB
8.	Liselot Marinus	European Sea Ports Organisation (ESPO)
9.	Dr. Jörg Märkt	Hamburg Chamber of Commerce





