



Lets Talk About Dredging

- Dredging
- Ports/Beaches
- Infrastructure
- Investment

Then Stop Talking and Build It

- Infrastructure
- Ports/Beaches
- Dredging



Future Depends on Efficiency

- With HMTF
- Without HMTF (not!)
- What are you doing to help?



Efficiency Has Many Facets

- Always centers around costs
- Answer to any question about dredging is always _____ ?
- So how do we answer those questions?

Make excuses afterwards
or deal with them upfront?



Dredging Stakeholders

- Corps
- Ports/Coastal Communities
- Regulators
- Dredgers
- Others



Dredging Dialogue

Needs to be:

- Transparent
- Purposeful
- Effective
- Humble

Why Not? Or
So What?



Efficiencies To Be Won

- Costs
- Schedule
- Investment
- Innovation
- Safety



Discussion Points

- **Scope**
- **Relevance**
 - Pre solicitation
 - Pre permit
 - Draft specs
- **Participants**
 - Include Estimator
 - Include Surveyor
 - Include Sponsor



Discussion Points - Transparency

- Explain Challenges
- New Specs
- Pipeline Crossing
- Provide as much info as possible
- Don't assume
- Be prepared
- Listen to concerns
- Answer questions



Discussion Forums

- Partnering Sessions
- Meetings
- Conference Calls
- WEDA
- ASBPA



Challenges

- **Scope of discussion**
- **Goal of discussion**
- **Beware Agendas**



Challenges – TALK ABOUT DREDGING

- **Be Engineers/problem solvers**
- **Consider ALL project costs**
- **Be flexible, execute**

**Ultimately that is how
we are judged !!**



Everyone in Dredging is a Salesman!

- Track record of executing
 - Handled Hurricanes
 - Nailed ARRA
 - Weathered Berms
 - Planning for Flood

Worthy of higher level of dialogue



Talk about dredging

We CAN do this!

This is what we do!

