A program developed by the AAPA Port Finance Committee in partnership with SAP Concur

**Monday, November 9 • On-Demand Presentations**
(approximately 30 minutes each)

**On-Demand Session Topics:**

**Insurance Risk Management Update: Insurance Marketplace Update**
*Speakers: Cindi J. Heffernan, CPCU, Vice President, McGriff, Seibels & Williams, Inc.*
*Ed Henderson, Senior Director, Finance & Administration, PhilaPort*

**Insurance Risk Management Update: Asset Valuation as a Risk Management Tool in Insurance and Claim Negotiations**
*Speakers: M. Shane Sumrall, Attorney, McGriff, Seibels & Williams Inc.*
*Patrick Collins, Managing Director, Duff & Phelps, LLC*

**MARAD Update on Port Financing and Discretionary Grant Opportunities and Pitfalls**
*Speaker: Travis Black, Supervisory Transportation Industry Analyst, U.S. Department of Transportation-MARAD*

**Live Sessions**
(all times listed are EDT)

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<th>Time</th>
<th>Event Description</th>
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| 1:00 – 2:00 p.m. | **Exhibit Appointments**  
Don’t miss this opportunity to engage with your maritime industry customers. AAPA’s unique virtual platform is the next best thing to being in person and allows your business or organization to reach a wider audience efficiently. AAPA Anywhere: Finance Seminar & Expo has a lot to offer. |
| 4:00 – 5:00 p.m. | **Live Discussion/Q&A with the Speakers**  
- Cindi J. Heffernan, CPCU, McGriff, Seibels & Williams, Inc.  
- Ed Henderson, Finance & Administration, PhilaPort  
- M. Shane Sumrall, McGriff, Seibels & Williams Inc.  
- Patrick Collins, Duff & Phelps, LLC  
- Travis Black, U.S. Department of Transportation-MARAD  

**Moderated by: Kristin Butler, SAP Concur** |
### Tuesday, November 10 • On-Demand Presentations
(approximately 30 minutes each)

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| **Rising Tide: Responding to Ransomware Attacks Working Session**  
Leading cyber security experts Bryan Hurd and Sergio Kopelev will host a practical working session to dissect the surge in these highly disruptive attacks, the prevalence of steeper ransom demands, and the practical steps you can take to avoid becoming a victim and effectively respond.  
**Speakers:** Bryan Hurd, Vice President, Stroz Friedberg (an AON Company)  
Sergio Kopelev, V.P. Engagement Mgt., Stroz Friedberg (an AON Company) |

| **Benchmarking**  
We all face a myriad and sundry number of challenges on a daily and long-term basis eg, looking to control costs, enhance overall financial performance, etc. While some can be benchmarked against other ports, most these days cannot because this makes a major assumption – that ‘other ports’ are doing it right. In short let’s re-think how things are done.  
**Speaker:** Franc J Pigna, Aegir Port Property Advisors |

| **Financing Port Infrastructure**  
A roundtable discussion on the range of issues related to infrastructure development that include: attracting capital, bond market conditions, tax exempt etc.  
**Speakers:** Cynthia Weed, Partner, K & L Gates  
John Elliott, Senior Vice President, Strategic Rail Finance  
Mary Francoeur, Managing Director, PFM Financial Advisors LLC |

| **Live Sessions**  
(all times listed are EDT) |
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| 1:00 – 2:00 p.m.  
**Exhibit Appointments**  
Have you scheduled your exhibitor appointment? AAPA’s virtual platform is the next best thing to being in person and allows your business or organization to reach a wider audience efficiently. AAPA Anywhere: Finance Seminar & Expo has a lot to offer. |

| 4:00 – 5:00 p.m.  
**Live Discussion/Q&A with the Speakers**  
- Bryan Hurd, Stroz Friedberg (an AON Company)  
- Sergio Kopelev, Stroz Friedberg (an AON Company)  
- Franc J Pigna, Aegir Port Property Advisors  
- Cynthia Weed, K & L Gates  
- John Elliott, Strategic Rail Finance  
- Mary Francoeur, PFM Financial Advisors LLC  
**Moderated by:** Charlene, Wilcox, SAP Concur |

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### Thursday, November 12 • On-Demand Presentations (approximately 30 minutes each)

#### On-Demand Session Topics:

- **A Review of Insurance Claims in the Covid Era**  
  *Speaker:* Bob Horkovich, Partner, Anderson Kill

- **Briefing on Possible Covid Relief Policy**  
  *Speaker:* Evan Chapman, Director of Government Relations, AAPA

- **A Consultant’s Outlook for 2020-21**  
  *Speaker:* Walter Kemmsies, Industry Consultant

- **Ratings & Developing Infrastructure**  
  *Speaker:* Kevin Archer, Associate Director, Infrastructure, S & P Global Ratings

#### Live Sessions  
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| 4:00 – 5:00 p.m. | Live Discussion/Q&A with the Speakers  
  - Bob Horkovich, Anderson Kill  
  - Evan Chapman, AAPA  
  - Walter Kemmsies, Industry Consultant  
  - Kevin Archer, S & P Global Ratings  
  *Moderated by:* Charlene, Wilcox, SAP Concur |
| 5:30 – 6:30 p.m. | Event Wide Virtual Reception |

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**On-Demand Session Topics:**

**Credit Rating Overview**
*Speakers:* Stacey Mawson, Director, Infrastructure & Project Finance, FitchRatings
Emma Griffith, Senior Director, Global Infrastructure & Project Finance, FitchRatings

**Port Finance Professionals Roundtable**
*Speakers:* Bob DeAngelis, VP/CFO, Port of San Diego
Wonza Spann-Nicholas, Director, Finance, Maryland Port Administration
Delphine Prevost, Manager/Administration & Finance, Port of Oakland

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