



FINANCE SEMINAR & EXPO

AAPA's Fleet Premier Sponsor

IN PARTNERSHIP WITH SAP Concur



GREAT LAKES DREDGE & DOCK COMPANY, LLC

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)

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





AAPA Anywhere: Finance Seminar & Expo

November 9-13, 2020

Tuesday, November 10 • On-Demand Presentations (approximately 30 minutes each)

On-Demand Session Topics:

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 lets 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)

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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AAPA Anywhere: Finance Seminar & Expo

November 9-13, 2020

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

(all times listed are EDT)

4:00 – 5:00 p.m.

Live Discussion/Q&A with the Speakers

- *Bob Horkovick, Anderson Kill*
- *Evan Chapman, AAPA*
- *Walter Kemmsies, Industry Consultant*
- *Kevin Archer, S & P Global Ratings*

Moderated by: *Charlene, Wilcox, SAP Concur*

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AAPA Anywhere: Finance Seminar & Expo

November 9-13, 2020

Friday, November 13 • On-Demand Presentations (approximately 30 minutes each)

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

Live Sessions

(all times listed are EDT)

4:00 – 5:00 p.m.

Live Discussion/Q&A with the Speakers

- *Stacey Mawson, FitchRatings*
- *Emma Griffith, FitchRatings*
- *Bob DeAngelis, Port of San Diego*
- *Wonza Spann-Nicholas, Maryland Port Administration*
- *Delphine Prevost, Port of Oakland*

Moderated by: *Kristin Butler, SAP Concur*

