# AAPAEvents201

8 @AAPA_Seaports

Port Finance Seminar
April 15-16, 2020
Seattle, Washington

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

<table>
<thead>
<tr>
<th>Wednesday, April 15</th>
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<tr>
<td><strong>8:00 – 8:30 a.m.</strong></td>
<td>Registration/Continental Breakfast</td>
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<tr>
<td><strong>8:30 – 8:45 a.m.</strong></td>
<td>Welcome</td>
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| R. Adm. Stephen P. Metruck, Executive Director, Port of Seattle  
Robert DeAngelis, Chairman AAPA Finance Committee  
CFO/Treasurer, Port of San Diego |
| **8:45 – 9:00 a.m.** | SAP Concur |
| Our title sponsor SAP Concur leads off our program with opening remarks |
| Speaker:  
Jim McClurkin, Regional Sales Director, SAP Concur |
| **9:00 – 10:30 a.m.** | Economic/Financial Overview |
| Moderator:  
Robert DeAngelis, Chairman AAPA Finance Committee  
CFO/Treasurer, Port of San Diego |
| Speaker:  
Jock O’Connell, International Trade Advisor and Senior Economic Consultant  
Beacon Economics and Pacific Merchant Shipping Association |
| **10:30 – 10:45 a.m.** | Mid-Morning Break |
| **10:45 – 12:15 p.m.** | Insurance Risk Management Update |
| • **Asset Valuation as a Risk Management Tool in Insurance and Claim Negotiations**  
M. Shane Sumrall, Attorney, McGriff, Seibels & Williams Inc.  
Patrick Collins, Managing Director, Duff & Phelps, LLC |
| • **Insurance Marketplace Update:**  
Cindi J. Hefferman, CPCU, Vice President, McGriff, Seibels & Williams, Inc.  
Ed Henderson, Senior Director, Finance & Administration, PhilaPort |
| **12:15 – 1:30 p.m.** | Lunch |

#AAPAEvets2018
**Wednesday, April 15 (continued)**

1:30 – 2:30 p.m. **“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)

2:30 – 2:45 p.m. **Mid-Afternoon Break**
Sponsored by: Allied Universal

2:45 – 4:30 p.m. **Benchmarking**
We all of 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.

Franc J Pigna, Aegir Port Properrty Advisors

5:30 – 6:30 p.m. **Reception**

**Thursday, April 16**

8:30 – 9:00 a.m. **Continental Breakfast**

9:00 – 10:30 a.m. **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.

**Moderator:**
Robert DeAngelis Chairman, AAPA Finance Committee
CFO/Treasurer, Port of San Diego

**Speakers:**
Cynthia Weed, Partner, K & L Gates
John Elliott, Senior Vice President, Strategic Rail Finance
Mary Francoeur, Managing Director, PFM Financial Advisors LLC

10:30 – 10:45 a.m. **Mid-Morning Break**
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<tr>
<td>10:45 a.m. – Noon</td>
<td><strong>Maximizing Infrastructure</strong>&lt;br&gt;&lt;i&gt;Detail level to big picture, technology – process – predictive modeling&lt;/i&gt;</td>
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<td>Noon – 1:30 p.m.</td>
<td><strong>Lunch</strong></td>
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<td>1:45 – 3:00 p.m.</td>
<td><strong>The Do’s and Don’t’s of Managing Your Port’s Bond Ratings, and Current Trends in Capital Markets</strong>&lt;br&gt;&lt;i&gt;Ports now more than ever need to be mindful of their ratings with an eye towards enhancing them wherever possible. In this interactive session, the focus will not only provide information on capital markets but also some focus on bond ratings with case studies on successful upgrades and some pitfalls to avoid.&lt;/i&gt;&lt;br&gt;&lt;strong&gt;Moderator:&lt;/strong&gt;&lt;br&gt;Andrew Palomares, Chairman AAPA Finance Committee, Deputy Executive Director, CFO/CAO, Port of Hueneme/Oxnard Harbor District&lt;br&gt;&lt;strong&gt;Speakers:&lt;/strong&gt;&lt;br&gt;Kevin Archer, Associate Director, Transportation Infrastructure, S&amp;P Global Ratings&lt;br&gt;Stacey Mawson, Director, Global Infrastructure &amp; Project Finance, Fitch Ratings&lt;br&gt;Adam Aranda, Executive Director, Morgan Stanley</td>
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<td>3:00 – 3:15 a.m.</td>
<td><strong>Mid-Afternoon Break</strong></td>
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<td>3:15 – 5:00 p.m.</td>
<td><strong>TBD</strong></td>
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