

# Marine Finance Forum – New Orleans

Wednesday, November 30, 2022  
Four Seasons Hotel, New Orleans, USA



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# Marine Finance Forum – New Orleans

**8:30 Registration Opens**

**9:00 Welcome and Opening Remarks**

Matt and Mike McCleery, Marine Money

Kirk Phillips, President & CEO, Wintrust Commercial Finance

**9:10 The Inland Barge Industry and Cataclysmic Change:  
Navigating through Pestilence, War and Natural Disasters**

Sandor Toth, Editor and Publisher, River Transport News

**9:30 The Jones Act Product Tanker and Large ATB market -  
How does the Supply-Demand balance look out to 2030?**

Supply - Current Orderbook / Expected Retirements

Demand - How do each of the trade segments look out to 2030?

- How does the Gulf Coast clean market project?
- Are LTO crude movements returning?
- Will Renewable Diesel fill any void in demand?

David St. Amand, President, Navigistics Consulting

**9:50 Marine Finance Roundtable**

A range of funding sources discuss the kinds of deals they are seeking, and how they see the market today.

- Current portfolio sizes and targets
- Sectors in focus
- Inflation
- Terms, Conditions, Deal Size
- Financing Opportunities for Smaller Owners

Kirk Phillips, President & CEO, Wintrust Commercial Finance

Andrew Shohet, Sr. VP, Ocean Industries (Maritime and Energy), DNB Bank

Kyle Parks, Executive VP Head of Direct Originations, Stonebriar Commercial Finance

Brett Hewitt, Sr. VP, Marine Group/Specialty Industries, Wells Fargo Equipment Finance

Moderator: Alan Ginsberg, CFO, McAllister Towing & Transportation Co., Inc.

## 10:20 Networking Coffee Break

### 10:50 Blue Sky Maritime Coalition Panel Discussion

Blue Sky Maritime Coalition Members recognize the need to address global climate change and are committed to accelerating the transition of waterborne transportation in Canada and the United States toward net-zero greenhouse gas (GHG) emissions. In this session, Blue Sky members will discuss their initiatives and the pathway to a commercially viable net-zero emission logistics value chain.

Shane Guidry, Owner, Q-LNG; Chair & CEO, Harvey Gulf International Marine

John Nadeau, President & CEO, John P. Nadeau & Associates & RADM US Coast Guard (ret.)

Sam Norton, President & CEO, Overseas Shipholding Group

Vesa Koivumaa, Head of Growth, Wärtsilä Voyage

Moderator: David H. Cummins, President & CEO, Blue Sky Maritime Coalition

### 11:20 Connecting the US Gulf To the World: Ethylene Export Terminal Joint Venture with Enterprise Products Partners (Marine Infrastructure Presentation by Navigator Gas)

- Terminal development history
- Enterprise partnership: a mutually beneficial relationship
- Expansion plans and what it means for global exports

Randy Giveans, EVP, Investor Relations & Business Development, Navigator Gas

### 11:30 1:1 with Jason L. Perri, Partner & Sr. Portfolio Manager, American Industrial Partners

In April, 2021, AIP completed the acquisition of SEACOR Holdings Inc, adding to a growing portfolio of Jones Act businesses including Rand Logistics and American Steamship Company. AIP, with deep roots in the industrial economy, has completed over 100 platform and add-on acquisitions and invests equity, debt and structured instruments in all forms of corporate divestitures, management buyouts, recapitalizations, and going-private transactions of established businesses with revenues of \$500 million to \$2 billion+ and has raised approximately \$8.0 billion of private equity capital through its seven investment funds. Jason runs AIP's special situations and credit investing business and sits on numerous portfolio company boards, including SEACOR and Rand/ASC, where he is Chairman.

Interviewed by: Christopher Belisle, Partner, Watson Farley & Williams LLP

## 11:50 Strategy & Tactics

From sourcing and allocating capital to managing fleet growth, serving oil majors and the U.S. government, attracting and retaining crew, achieving energy transition and more, executives share their views on key strategic issues they see in today's market.

Dan Warner, CFO, Crowley Corporation

Dan Thorogood, President & CEO, Seabulk

Alex Parker, Managing Partner, Rose Cay Maritime

Moderator: James Lightbourn, Senior Vice President, Corporate Finance, Arctic Securities

## 12:20 Networking Luncheon – Plimsoll Ballroom

### 1:30 Capital Markets Activity / League Table: Private Equity Transactions

Chris Weyers, Managing Director & Head of Maritime, Stifel

### 1:40 M&A Outlook and Recent Transactions

A combination of strong markets, increased asset values and succession planning has increased the pace of mergers and acquisitions. RBC has advised on several recent M&A transactions for inland and coastal marine companies, most recently as sole advisor on MG Transport's sale to Maritime Partners.

Matt Thomson, Head of U.S. Transportation & Logistics, RBC Capital Markets

### 1:55 Owners, Lenders, Equity & the Shared Significance of Reputation Protection in a Crisis

Lessons learned in the US and World.

Darrell Wilson, President, MTI Network USA

## Offshore Energy – Strategies for an Evolving Market

From oil and gas to wind, the offshore market is in the midst of a major evolution. Learn how market players are positioning their businesses and more.

### 2:05 Moving on Up – Moving on Out

- Offshore Market Fundamentals Changing
- Survival of the Fittest
- Asset values – Now and moving forward
- Renewables Markets

Robert Day, Head of Offshore, VesselsValue

## 2:20 What Are Insurance Companies Thinking About Offshore Wind Projects

Hardie Edgecombe, President, Global Marine Practice, Lockton Companies

## 2:30 Offshore Wind Discussion

Successfully meeting the ambitious targets for the offshore wind buildout will rely on a well-functioning community of service providers. Key players share their perspectives on opportunities and challenges and financing the assets that will enable the industry to achieve its ambitions goals in a safe and timely manner.

Jeff Andreini, Vice President, Crowley Wind Services

Gavin Robb, Head of Generation, OW Ocean Winds

Otto Candies III, Chairman & CEO, Otto Candies

Joshua Shapiro, Chief Operating Officer, Liberty Green Logistics

Greg Lennon, Head of Global Offshore Wind, American Bureau of Shipping (ABS)

Co-Moderators: Hoyoon Nam, Partner, Seward & Kissel and

John Begala, Vice President for Federal and State Policy, Business Network for Offshore Wind

## 3:05 The OSV Market

- Emerging markets
- Improving utilization and day rates with rising oil prices
- Consolidation in the industry
- Capitalizing on offshore wind
  - Use of existing assets
  - Joint venture versus independent play
  - Financing a new build

Quintin Kneen, President, CEO & Director, Tidewater

J. Peter Laborde, Jr., Managing Member of Laborde Marine Management LLC

Todd Hornbeck, Chairman, President, & CEO, Hornbeck Offshore Services

Shane Guidry, Owner, Q-LNG; Chairman & CEO, Harvey Gulf International Marine

Moderator: William C. Baldwin, Partner, Jones Walker LLP

## 3:40 Inland Marine Dry & Liquid Sectors Panel Discussion

With steel prices high, the supply side looks very good. Historically low water levels, Chinese covid policies, war in Ukraine, post covid oil demand, inflation, infrastructure and staffing are some of the many factors that will impact the market in the near and longer term. Leading companies discuss the current opportunities and challenges in their specific markets, and how they are positioning their businesses for success in the future.

H. Merritt Lane, III, President & CEO, Canal Barge Company, Inc.

Mike Ellis, CEO, ACBL

Christian O'Neil, President, Kirby Marine Transportation Group

Lance Sannino, President, Enterprise Marine Services

Moderator: Mark Wright, Vice President – Southern Region, The American Waterways Operators

## 4:15 Closing Remarks

Kirk Phillips, President & CEO, Wintrust Commercial Finance

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