

MARINE M O N E Y A C A D E M Y

2023 MARINE MONEY SHIP FINANCE ACADEMY

Tuesday, June 20, 2023 – 12:00-5:00 PM

(followed by Cocktails back at The Pierre)

Presented by: [Holland & Knight](#)

Arrival: 12 Noon

12:15-12:50 Lunch to be provided

Venue: The offices of:

Holland & Knight LLP

31 West 52nd Street, 12th Fl. New York, NY 10019-6118

An alternate afternoon program for those registered to attend MMWeek as delegates and for young entrants in the industry whose companies have signed up to attend MMWeek as sponsors. Those attending the Academy are welcome to also attend the Opening Cocktail Reception at The Pierre. (a short walk from H&K offices).

Limited Space Available

12:55 Welcome Remarks

[5 Minutes]

Jovi Tenev, Partner, Holland & Knight LLP

1:00-1:15 Session 1: Adventures in Shipping & Ship Finance

[15 Minutes]

Presenter: Alan Ginsberg, CFO, McAllister Towing & Transportation

Description: War stories from the C-Suite and why financing matters more today

1:15-1:30 Session 2: Industry Overview: Shipping Basics and Operations

[15 Minutes]

Presenter: Richard Furey, Partner, Holland & Knight LLP

Description: An overview of the shipping industry addressing basic questions about shipping & ship operations

Topics to include:

- The importance of shipping in the global trade
- The different ship categories and common vessel types
- The size of the shipping market and the different players in the global ecosystem
- How ships generate revenue – commercial management
- How ships are operated and maintained – technical management

1:30-2:00 Session 3: Ship Financing 101: a Practical Guide to Debt, Equity & Leasing [30 Minutes]

Presenters: Jovi Tenev/Richard Furey, Partners, Holland & Knight

Description: An overview of ship finance covering basic principles and common practices

Topics to include:

- The unique financial characteristics of vessels
- The difference between debt and equity
- Commercial banks, export credit agencies and institutional investors
- Maritime liens and ship mortgages
- Key items in a debt term sheet

2:00-2:30 Session 4: Documenting a Ship Financing Transaction [30 Minutes]

Presenters: Jovi Tenev/Gerald Morrissey/Richard Furey, Partners, Holland & Knight

Description: A deeper dive into shipping law and how complicated but vital it is in protecting investments and taking advantage of opportunities

Topics to include:

- Core documents and processes in debt financing
 - Loan Agreement
 - Ship Mortgage
 - Assignment of Earnings & Charters
 - Assignment of Insurance Proceeds
- Other common collateral & credit support (guarantees, share pledges, account control agreements, assignment of shipbuilding contracts and related documents, etc.)
- Vessel leasing documentation
- How to choose the law and courts for agreements
- What the flag is and why it matters for legal matters

2:30-3:00 Session 5: Insurance [30 Minutes]

Presenter: Peter Mellett, Managing Director, BankServe Insurance Services

Topics to include:

- Hull & machinery
- Liability (Protection & Indemnity)
- Breach of Warranty (Mortgagee's Interest Insurance & Mortgagee's Additional Perils Protection)

3:00-3:30 Session 6: Investment Truths in Shipping & Current Market Trends [30 Minutes]

Presenters: Kevin Hazel, Partner, Marsoft Inc.

John Mouloupoulos, Senior Financial Analyst, Marsoft Inc.

Topics to include:

- Returns in shipping – why is getting the timing/pricing right so important
- Big picture on supply/demand trends in major markets – key drivers to watch
- Decarbonization & regulatory pressures; IMO/PP/SBTI buzzwords may be trends in CO2 emissions?

3:30-4:00 Session 7: Regulatory Considerations; Jones Act & Citizenship Restrictions [30 Minutes]

Presenter: Gerald Morrissey, Partner, Holland & Knight

Topics to include:

- Vessel documentation laws; effects on financing structures
- Citizenship of the owner and mortgagee
- Other relevant regulator considerations (FMC, USCG, CBP)

4:00-4:20 Session 8: Default, Enforcement & Remedies [20 Minutes]

Presenter: Mike Frevola, Partner, Holland & Knight

Topics to include:

- Default and acceleration
- Jurisdiction: *in rem* (vessel); *in personam* (shippower)
- Remedies other than judicial foreclosure: private sale; remedies under stock pledge; etc.
- Judicial foreclosure
- Lien priority

4:20-4:40 Session 9: Bankruptcy [20 Minutes]

Presenter: Barbra Parlin, Partner, Holland & Knight

Topics to include:

- Overview of US Bankruptcy law
 - Bankruptcy courts and bankruptcy code
 - Liquidation and reorganization – Chapters 7 and 11
 - Cases in aid of foreign insolvency – Chapter 5
 - Requirements for filing in the US; Jurisdiction of US bankruptcy courts
- Section 362 and automatic stay
- Section 365 and executory contracts/unexpired leases; Re-characterization risks
- DIP financing
- Emergence from bankruptcy including plan process and exit financing
- Plan distributions

4:40-4:45 Wrap-Up and Closing Remarks [5 Minutes]

Jovi Tenev, Partner, Holland & Knight LLP

Please note: Holland & Knight will apply for CLE credit based on attendee requests. Some programs may not be awarded CLE credits because of content or jurisdictional restrictions. CLE accreditation is sought after the completion of the program and the approval process can be lengthy in some jurisdictions.

Holland & Knight is an approved CLE provider in several jurisdictions, including California, Georgia, Illinois, New York, Pennsylvania and Texas. For New York attorneys, this program's format qualifies for CLE for transitional (newly admitted) and experienced attorneys. Program subject to change

All Academy Attendees are welcome to join this event back at The Pierre:

5:00-7:00 PM

**Marine Money Week
Opening Cocktail Reception
for Delegates**

In the Cotillion Room at The Pierre
61 East 61st Street at Fifth Avenue

Graciously Sponsored by:

