

Marine Finance Forum – New Orleans

Thursday, November 14, 2024

Four Seasons Hotel, New Orleans, USA



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Dealmaking Accelerates in the Jones Act and U.S. Flag Markets

Marine Money New Orleans is a “don’t miss” annual event for dealmakers in the Jones Act and U.S. Flag markets. Whether it’s finding investment opportunities, sourcing debt, equity and M&A transactions, refreshing your networking or getting current on market conditions, this one-day event promises to be productive, profitable and enjoyable.

8:15 Registration opens with coffee and breakfast

9:10 Opening Remarks

Kirk Phillips, President & CEO, Wintrust Commercial Finance

9:20 Market Forecasting 2.0: 10 Charts to Show You the Future of Energy Flows

Leveraging the world’s largest AIS network to track freight trends in crude oil, refined products and chemicals.

Matt Smith, Head Analyst, US, Kpler

**9:40 Credit Sources for Maritime Assets –
More Sources, More Term Sheets, More Dinners**

There have never been so many different sources of credit for maritime assets. It’s imperative for borrowers and lenders to keep current on the terms and conditions available in the market.

Andy Longhurst, Managing Director, CSG Investments, Inc.

Kirk Phillips, President & CEO, Wintrust Commercial Finance

Andrew Shohet, Head of Ocean Industries, North America, DNB Bank ASA

Kyle Parks, Sr. MD - Head of Direct Originations, Stonebriar Commercial Finance

Alan Ginsberg, CFO, McAllister Towing & Transportation

Moderator: Sophia Agathis, Partner, Seward & Kissel LLP

10:10 Decarbonization: Challenges, Solutions & Opportunities

Decarbonizing the “hard to abate” maritime industry will be a challenge – and a once-in-a-generation investment opportunity for proactive asset owners willing to lean-in and take action.

Davide Lajolo, Chief Strategic Officer / Head of Sales, Avantis Group

10:20 Shipyard Summit – What Capex Spending Tells us about the Market

Shipyard activity is a valuable barometer the Jones Act capex spending - and keyhole look into supply and demand fundamentals.

Benjamin Bordelon, President, Chief Executive Officer, Bollinger Shipyards, LLC

Joey D'Isernia, Chairman & CEO, Eastern Shipbuilding Group (ESG)

Cecil Hernandez, President, Conrad Shipyard LLC

Ted Williams, President, Senesco Marine

Moderator: Brett Hewitt, Director - Specialty Marine Industries, Wells Fargo Equipment Finance

10:50 Networking Coffee Break

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11:30 M&A Activity in the Jones Act and US Flag – How Long will the Wave Last?

The Jones Act and US Flag markets have been a hotbed of M&A deals. Has the activity peaked - or will the lower cost of capital of new entrants unleash continued consolidation?

Chris Weyers, Managing Director, AMA Capital Partners, LLC

11:45 In Focus: Frederick Paup, Chairman of the Board & Executive VP, Manson Construction Co.

From managing an S-Corp ESOP to building a series of state-of-the-art hopper dredges, Manson Construction is a 100+ year old company that continues to evolve. Learn more about how this dynamic business has grown from pile driving on the Seattle waterfront to supporting high-profile marine infrastructure and energy projects across the nation.

Frederick Paup, Chairman of the Board & Executive VP, Manson Construction Co.

in discussion with: Christopher Belisle, Partner, Watson Farley & Williams LLP

12:05 Opportunities in the US Flag

The U.S. Markets have never been more exciting. In this session, a mix of owners, brokers, investors and operators share what they see.

Will Terrill, President, US Ocean, LLC

Ryan Libhart Pereyda, Principal & CEO, Patriot Maritime

Obaid Ahmad, President, Euro-American Shipping & Trade (EAST)

Hugh Eden II, Managing Director, Jefferies LLC

Moderator: John Imhof Jr., Shareholder, Vedder Price

12:35 Deal Deep Dive: OSG's Sale to Saltchuk

OSG's sale to Saltchuk exemplifies the value of flexibility and the ability to adapt to changing circumstances. Here we dive into the rationale, key milestones, the process and views on what happens next in the Jones Act Market.

Samuel H. Norton, Chief Executive Officer and President, OSG

in discussion with: Jack Eshelman, Managing Director, Evercore

1:00 Networking Luncheon

2:15 Inland Marine Dry & Liquid Sectors Discussion

Leaders in the inland markets, both dry and liquid, share their views on the markets in 2024 and their vision for 2025. A "don't miss" session for identifying opportunities, spotting the risks, and keeping a weather eye on the wildcards.

Steven Nathanson, Managing Partner, Nathanson Energy, CCO, Florida Marine Transportation

Christian O'Neil, President and Chief Operating Officer, Kirby Corporation

Kent Furlong, President, Hines Furlong Line, Inc.

Moderator: David Lane, Senior Vice President, Marketing, Canal Barge Company, Inc.

2:50 SWITCH Maritime: Building the First US Ships Powered by Hydrogen

*SWITCH Maritime aims to build and lease zero-carbon vessels to private and public harbormaster operators looking to transition their fleets. SWITCH's first vessel, the 75-passenger ferry **Sea Change**, began commercial operation this past summer, on lease to the public SF Bay Ferry system. With many lessons learned from the **Sea Change** as its foundation, SWITCH is working on its next larger and faster designs and will continue to finance and grow the fleet required by the operators in the low-carbon economy.*

Pace Ralli, CEO, Switch Maritime in discussion with:

Robert Lustrin, Counsel, Head of Shipping Capital Markets NY, Reed Smith LLP

3:10 Offshore Wind – Opportunities Across Offshore Wind Marine Asset Classes

- Sources of Funding – for Newbuilds and Retrofits
- Market Update – from CTV to SOVs to marine feeders
- Lessons learned from first U.S. projects
- U.S. market growth opportunities and impact of delayed U.S. projects

Joel Whitman, President, Foss Offshore Wind

Michael Landry, Director, Liberty Green Logistics

Otto Candies III, Chairman & CEO, Otto Candies

Jamie Lescinski, US Offshore Wind BD Director, Boskalis Offshore

Moderator: Charlie Papavizas, Partner, Chair - Maritime Practice, Winston & Strawn

3:45 Offshore Support

- Emerging markets, within the Americas and beyond
- Acquisitions and consolidation in the industry
- Newbuild and retrofit opportunities
- Improving day rates and utilization
- Planning for the future post-election cycle

Cliffe Laborde, Owner/Co-Manager, Laborde Marine Services LLC and Laborde Brothers Crewboats LLC

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

Otto Candies, III, Chairman & CEO, Otto Candies, LLC

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

4:20 Closing Remarks

Kirk Phillips, President & CEO, Wintrust Commercial Finance

Cocktail Reception to follow Graciously sponsored by

