

2ND ANNUAL

NYMAR IN GREECE

SEMINAR & LUNCHEON



FRIDAY, FEBRUARY 21, 2020
PIRAEUS MARINE CLUB
AKTI MIAOULI 51
PIRAEUS, GREECE 185 36

NYMAR
NEW YORK MARITIME, INC.
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2ND ANNUAL NYMAR IN GREECE

February 21, 2020

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Dear Attendees:

It is with great pleasure we welcome you to the Second Annual 'NYMAR in Greece' Seminar and Luncheon in Piraeus. The goal of this event is to promote the role of New York as a hub for the global maritime community. We're here to connect you to the New York region as a good place for business and as an established financial and commercial service provider.

NYMAR is a member-based association of maritime companies in the greater metropolitan New York area, whose goal is to promote the benefits of the region as a maritime business center in order to attract more businesses to share in the opportunities available in this robust area. We host a series of monthly speaker events, an annual seminar in Greece, and participate in many area conferences and events.

The New York maritime cluster is home to over 250 shipping companies, who are continually reaping the benefits of the area's extensive resources and infrastructure (banks, lawyers, insurance and arbitration). New York is, also, known for being the world's best tax haven for a foreign shipping company to base its operations, if it qualifies for exemption under U.S. tax laws or a U.S. treaty.

New York boasts an economy larger than most countries, an internationally diverse population, more Fortune Global companies than any other international business center, and is one of the world's cultural capitals.

Best Regards,
The NYMAR Board



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10:30 A.M. **REGISTRATION & COFFEE**
7th Floor

11:30 A.M. **OPENING REMARKS**
9th Floor **LARRY RUTKOWSKI**, Partner,
Seward & Kissel LLP

11:40 A.M. **KEYNOTE ADDRESS**
**Educating the Future Maritime
Workforce in a Sea of Disrupters and
Change**
DR. MICHAEL ALFULTIS,
President, SUNY Maritime College

12:10 P.M. **The New York Advantage in the
Information Age: New York as an
Incubator for Start-Ups in the
Maritime Industry**
DR. CHRISTOPHER CLOTT,
Director and Co-Founder, NYMIC

12:30 P.M. **Marshall Islands and Liberian Law –
The U.S. Advantage**
LARRY RUTKOWSKI, Partner,
Seward & Kissel LLP & **JOHN
STRATAKIS**, Partner, Poles,
Tublin, Stratakis & Gonzalez, LLP

1:10 P.M. **Why Your Shipping Company Needs
a Sanctions Compliance Policy**
GEORGE TSIMIS, Director, GJT
Marine Consultants LLC

1:40 P.M. **LUNCHEON & KEYNOTE**
8th Floor **ADDRESS**

**Perspectives of a New York
Shipping Man – Takeaways
for Greek Shipping**
JEFFREY PRIBOR, Senior
Vice President and Chief
Financial Officer,
International Seaways, Inc.

3:20 P.M. **New York as a Tax Efficient Center
for Establishing and Operating a
Shipping Business**
JIM COFER, Partner,
Seward & Kissel LLP

3:40 P.M. **The Piraeus-New York Connection:
Stronger Than Ever**
An Interview by **GREG CHASE**,
Partner, Reed Smith LLP

4:10 P.M. **CLOSING REMARKS**
CLAY MAITLAND, Managing
Partner, International Registries, Inc.

4:20 P.M. **COCKTAIL RECEPTION**
7th Floor

Special thanks to our

PROGRAM COMMITTEE

GREG CHASE, Partner, Reed Smith LLP

CLAY MAITLAND, Managing Partner, International Registries, Inc.

GEORGE PIEROT, Vice President, Projects & Finance, Jacq. Pierot Jr. & Sons, Inc.

JEFFREY PRIBOR, Senior Vice President and Chief Financial Officer, International Seaways, Inc.

LARRY RUTKOWSKI, Partner, Seward & Kissel LLP

LEVENT SADIKOGLU, Director, Private Equity and Merchant Banking, First Capital Advisers LLC

JOHN STRATAKIS, Partner, Poles, Tublin, Stratakis & Gonzalez, LLP

CHRISTA VOLPICELLI, Managing Director, Global Transportation Group, Citi

ABOUT OUR SPEAKERS



DR. MICHAEL ALFULTIS was named the 11th President of Maritime College by the SUNY Board of Trustees in June 2014 and appointed a Rear Admiral U.S. Maritime Service by the U.S. Department of Transportation Maritime Administration. A retired U.S. Coast Guard captain with 28 years of service, Dr. Alfultis taught at the U.S. Coast Guard Academy and subsequently served as the director and chief administrative officer of the University of Connecticut's Avery Point campus. Dr. Alfultis has more than 20 years of undergraduate teaching experience and 13 years of academic administrative responsibility at military and civilian institutions of higher education. His background includes service as an operations officer and navigator on a Coast Guard cutter; maritime safety and security; Coast Guard Academy faculty member and academic department chair; and senior administrator at a flagship university. Dr. Alfultis graduated from the Coast Guard Academy in 1982 with a degree in Marine Science. He has a Master of Science degree from the University of Washington and a doctorate from the University of Rhode Island, both in Oceanography.



GREG CHASE advises clients in a broad range of ship finance and shipping related private equity matters. He represents major lenders, operating companies and equity investors in connection with cross-border and domestic transactions including syndicated and bi-lateral secured loan facilities, work-outs and debt restructurings, leasing, joint ventures and other private equity and corporate transactions for the shipping industry. Greg also represents clients in connection with international commercial shipping transactions, including construction contracts and multi-vessel construction programs, complex vessel charter arrangements and the sale and purchase of marine assets. Greg has acted for lenders in some of the larger ship finance transactions in the market. Greg holds a BA from St. Lawrence University, summa cum laude, in Government and History, as well as a law degree from Cornell Law School. He is a director of New York Maritime, Inc. and the Hellenic-American Chamber of Commerce, as well as a founding member of Young Shipping Professionals – New York, Inc.



JIM COFER is a partner in the Tax Group. Jim represents private investment funds (including hedge funds, funds of funds, and private equity funds) and mutual funds on a variety of tax issues, including initial structuring, investments by tax-exempt entities, investments in underlying funds, transactional matters, financial instruments, seed capital arrangements, and deferred compensation structures (including Section 409A of the Internal Revenue Code). Jim also works closely with fund managers on management company tax planning, including incentive compensation arrangements for key employees, outside investments in management companies, and sales to third parties. In addition to his investment funds practice, Jim represents international and domestic shipping companies on all aspects of their operations. Jim advises shipping companies on Section 883 of the Internal Revenue Code, joint ventures, cross-border transactions, the controlled foreign corporation and passive foreign investment company rules, internal restructurings, and the U.S. tonnage tax regime. Jim has also represented numerous shipping companies (including MLPs) in their public offerings of equity and debt securities, as well as the underwriters of such offerings. He received a B.A. (with high honors) from Rutgers University, a J.D. from New York University School of Law, and an LL.M. (in Taxation) from New York University School of Law.



DR. CHRISTOPHER CLOTT is the ABS Chair of Marine Transportation and Logistics in the Global Business & Transportation Department. He is also the Founder and Director of the New York Maritime Innovation Center (NYMIC) at SUNY Maritime College. The mission of NYMIC is to elevate the global Maritime industry by providing a neutral forum for innovation and technology. NYMIC also will facilitate maritime startups. Dr. Clott teaches courses in Transportation Management, Ports and Terminals and Economic Geography. His recent research has focused on new maritime technologies, developing technology standards, transportation intermediaries, cabotage issues, shipping alliances, tanker transportation, congestion alleviation, and maritime workforce issues. Dr. Clott had administration and faculty roles at the California Maritime Academy and Saint Xavier University (IL.) prior to SUNY Maritime. Dr. Clott previously worked as an Account Executive for OOCL (USA) Inc. and Lykes Lines. Dr. Clott has a Ph.D. from the University of Illinois, an MBA from Saint Xavier University (IL), and a B.A. from Fordham University.



CLAY MAITLAND has worked in the shipping industry since graduation from law school in 1968. Clay has been employed by International Registries, Inc. for over 44 years and is now a managing partner and an owner of the company, which administers the Marshall Islands Ship Registry – the third largest registry in the world, and which is now one of the best-known yacht registries. He is President of the Trust Company of the Marshall Islands (TCMI), the statutory Maritime Administrator of the Republic of the Marshall Islands. Prior to the year 2000, Clay held similar positions with regard to the maritime administration of the Republic of Liberia. Clay was born in London, England on December 28, 1942. His father was a pilot in Bomber Command of the Royal Air Force, and was lost with his plane, a B25 Mitchell bomber in March of 1943. Clay's mother was a native New Yorker, and he came with her to the United States in 1946, aboard RMS QUEEN ELIZABETH. Clay was educated at schools in Connecticut and received his B.A. degree from Columbia University in 1964, and his law degree from New York Law School in 1968. He was admitted to the New York Bar in 1969 and became associated with the admiralty law firm of Burlingham Underwood & Lord, where he worked until 1974. After a brief stint as admiralty counsel at Union Carbide Corporation, he joined what is now International Registries, Inc. in 1976. At that time, IR managed the Liberian ship registry, which was then the largest in the world by tonnage in number of ships. Since his early years as a Maritime lawyer, starting in 1969, Clay has been involved with a number of philanthropic

and professional associations connected with the industry.



JEFFREY PRIBOR joined International Seaways in November 2016. Prior to International Seaways, Mr. Pribor was Global Head of Maritime Investment Banking at Jefferies & Company, Inc. Previously, he was Executive Vice President and Chief Financial Officer of General Maritime Corporation, one of the world's leading tanker shipping companies, from September 2004 to February 2013. Prior to General Maritime, from 2002 to 2004, Mr. Pribor was Managing Director and President of DnB NOR Markets, Inc. From 2001 to 2002, Mr. Pribor was Managing Director and Group Head of Transportation Banking at ABN AMRO, Inc. From 1996 to 2001, Mr. Pribor was Managing Director and Sector Head of Transportation and Logistics investment banking for ING Barings.



LARRY RUTKOWSKI is a partner in Seward & Kissel's Corporate Finance Department. Larry has practiced law since 1979. He joined Seward & Kissel as a partner in 1992. Larry is head of the firm's Maritime and Transportation Finance Group, a cross section of attorneys within the firm from the Corporate Finance, Corporate Securities, Litigation and Tax departments with expertise on matters of interest to clients in the transportation industry and is a member of the firm's Business Transactions Group. In such capacity, Larry has worked on matters ranging from the formation of joint ventures, asset finance transactions, secured and unsecured lending, registered and unregistered securities transactions, mergers and acquisitions and cross border leases to restructurings and bankruptcy. In addition to representing clients in the transportation and financial services industries, Larry's practice has included considerable experience in equipment finance and in the energy and mining fields. Larry is a member of the Association of the Bar of the City of New York, the American Bar Association (the Air and Space Law Forum, Business Law Section, International Law and Practice Section) and the Maritime Law Association of the United States (Maritime Finance Committee). Larry has been cited in Euromoney's "Best of the Best," Chambers USA and Chambers Global and The Best Lawyers in America, and Who's

Who Legal 2009: Shipping and Maritime. Larry has also been recognized by Best Lawyers in the practice of Admiralty & Maritime Law in years 2006–2013, inclusive. Larry has also appeared on Lloyd's list of the world's top ten lawyers in their annual Most Influential People in the Shipping Industry publication. For the third year in a row, Larry was the top ranked United States based lawyer included on the list. Larry has been featured on CNN and appeared on both the Fox News and Fox Business networks as an authority on the impact on the shipping business of piracy off the coast of Somalia.



JOHN STRATAKIS is a New York attorney and partner in Poles, Tublin, Stratakis & Gonzalez, LLP, a New York law firm established in 1957. His practice is concentrated in the transactional area, with a focus on international vessel purchases and financing, and company formation in various jurisdictions. He also advises international investors in the purchase and finance of New York real estate and acts in connection with estate and probate matters in New York State, often those with an international component. He began his legal career as a law clerk to the Hon. Nicholas Tsoucalas, a judge on the U.S. Court of International Trade. Mr. Stratakis has been a member of the board of directors of Navios Maritime Holdings, Inc., an international shipping company, since 2005. He is a member of the Maritime Law Association of the United States, and sits on the Boards of New York Maritime, Inc., the Hellenic American Chamber of Commerce, the Hellenic American Cultural Foundation and the European American Chamber of Commerce in the United States. He is also a member of the Advisory Board of the Center for Corporate Governance at the LeBow College of Business at Drexel University.




GEORGE TSIMIS graduated cum laude with a Bachelor of Arts Degree from Tufts University in 1988, and subsequently earned a Juris Doctor degree from Fordham University School of Law in 1992 where he was the recipient of the Moore-McCormack Award for excellence in admiralty law. Between 1992 and 2002, George practiced all aspects of maritime law in the New York area, primarily as an associate at the firm of Chalos & Brown, P.C. Most notably, George was part of the legal defense team for Captain Joseph Hazelwood in connection with the EXXON VALDEZ oil spill litigation before the Alaska State and Federal Courts. He also handled all aspects of maritime claims, including cargo, collision, pollution, marine insurance, personal injury, charter party and commercial disputes for clients worldwide. In March 2002, George moved in-house and joined Shipowners Claims Bureau, Inc. ("SCB"), the Manager of the American Steamship Owners Mutual Protection and Indemnity Association, Inc. ("the American Club"), as Manager of the Freight Demurrage & Defense Department. In May 2005, he became Managing Director of Shipowners Claims Bureau (Hellas) Inc. and moved with his family to Athens, Greece to open and manage the American Club's new claims liaison office in Piraeus where his responsibilities included claims handling and market liaison. In October 2007, George was appointed Global Claims Director to manage SCB's worldwide claims function, returning from Greece to headquarters in New York in the summer of 2008. George held this position at SCB for the next 11 years and managed SCB's claims team worldwide


totaling 40 people manning offices in New York, Houston, London, Piraeus and Shanghai. During this tenure, he oversaw and settled marine claims matters worldwide with an aggregate value and exposures in excess of \$1 billion. Between 2007 and 2018, George also served as General Counsel for SCB where he was involved in various domestic and international legal matters and issues including coverage disputes, international sanctions regulations (compliance and policy), vessel arrest and debt collection, toxic tort claims, and contract review, as well as international conventions regarding marine pollution and the environment, salvage, wreck removal, and maritime labor. During his tenure with SCB, George also participated in and sat on various subcommittees of the International Group of P&I Clubs on maritime claims, sanctions, piracy and maritime security. In July 2018, George left SCB and founded GJT Marine Consultants LLC to provide maritime related risk management, claims consultancy, arbitration, mediation and dispute resolution services for vessel owners, charterers, insurance companies and other entities and organizations worldwide. George is a member of the Society of Maritime Arbitrators in New York and a supporting member of the London Maritime Arbitrators Association. He is also a member of the New York and Connecticut State Bars, as well the U.S. District Courts for the Southern and Eastern Districts of New York, and the U.S. Courts of Appeal for the Second and the Ninth Circuits. Additionally, he is a Member of the Maritime Law Association of the United States and the Hellenic-American Chamber of Commerce.




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