

Fort Lauderdale Mariners Club 2024 Marine Insurance Seminar

Anchors to Algorithms

0700 – 0800 **Continental Breakfast**

0800 - 0820 **Welcome and Opening Remarks**

0820 – 0915 **They didn't think about this at Lloyds coffee house.**

Marine Insurance and Maritime Law is centuries old but recent changes in the industry, specifically in the marine insurance arena have caused the highest court in the U.S. to look at contemporary marine insurance and vessel operations in a new light. Federal and State level decisions are changing the way we interpret and apply policy wording, vessel owner and insurers responsibilities at the inception of the insurance policy and during the term of the policy.

Speakers:

Michael J. Goldman, Esq. The Goldman Maritime Law Group

Alan E. "Teeto" Graham, Esq. Phelps Dunbar LLP

0915 - 1010 **Is It Worth it? The Science and Art of Yacht Appraisal:**

As long as there have been vessels for sale or damaged due to fire, collision or other reasons, the question about valuation is an early part of every seller, buyer and insurance conversation. This subject is not a new one but is always at the forefront of selling insurance (valuation), handling a marine loss (post incident value), or purchase and sale transactions (what someone is willing to pay). Our speakers will discuss that; Not all "values" are created equal and "The Market" is of course a major factor in determining value.

Speakers:

Steven Knox Knox Marine Consultants, Inc.

Jason Dunbar Vessel Value Survey

1010 - 1030 **Morning Break**

1030 - 1100 **Keynote Address / Innovation does not always include engineering.**

Advancements in materials, fabrication processes and electronics technologies offer endless possibilities for the industry, from the back-yard mechanic to the high-end production or custom yacht builder. However, new ideas are often based upon what someone believes will work, and not necessarily based upon sound engineering and proper product testing before use. Without innovation we do not advance technologically but engineering, common sense and safety also have a place in this discussion.

Peter Gimpel Winchester Design Group

1100 – 1155 **Information Overload:**

"Hello Alexa," please tell me something I really don't need to know today. Data collection and use of it today is an accepted means to do business, to manage our personal lives and have access to knowledge about anything. Yachts have become sophisticated repositories of digital data for equipment manufacturers to monitor performance,

maintenance intervals, assist with longevity or simply tracking a vessel's movements. What is the value, how can it be used, who owns this data and who is entitled to it?

Speakers:

Alistair Crawford

Boat FIX

Mark Thiessen

FMC Global Satellite

Jason Harris, Esq.

Farrell Smith O'Connell Aarsheim Aprans LLP

1155 – 1200 **Announcements**

1200 - 1330 **LUNCH BUFFET**

1330 - 1430 **It's not your typical Air B&B (Charter Basics):**

Back to basics, we will discuss the various types of charters and the obligations of the signatories to the charter contract. What are the requirements for a successful charter agreement? How do recent changes in the Limitation of Liability Act (LOLA) excluding certain types of vessels effect guests, paid passengers, charterers and owners? Is the industry doing a good job complying with "the rules"? Should insurers and law firms take a more active role on this topic? Charter contracts have value but only if both parties who are signatory to the contract fully understand their responsibilities within the agreement.

Speakers:

David Loh, Esq.

KML Zuckert LLC

Ann Landry

Ann Landry Yachting, Inc.

Jeff Shaffer

Superyacht Sales and Charter, LLC

1430 – 1530 **Classless:**

We hear the terms classification, built to class, maintained in-class, class approved, class certificates, flag state certificates, suspension of class, out of class, but what does this mean? There are catchy terms like MCA, MLA, Red-Flag Boat, Foreign Flag. Is there value added or limited return on the investment of time and money? What do these endorsements and certificates prove to insurers, charterers, owner, finance company, potential buyers and other interested parties?

Speakers:

John Gallagher

International Registries, Inc.

Elisabeth Anderson

S-E-A Ltd.

Rich Merhige

Advanced Mechanical Enterprises

1530 - 1600 **Afternoon Break**

1600 – 1700 **The Fast and the Furious:**

Any sport that includes a component of speed will benefit by making the equipment or vehicle lighter, stronger and more powerful. Basic examples include Formula-1 cars, America's Cup sailboats, downhill skiing equipment, racing bicycles and high-performance powerboats. Today, a 50-foot vessel with 6 x 400 HP motors bolted to the transom is not an unusual sight. Are these high performance vessels a risk that can be insured? What qualifications should the operator have to drive a vessel with 60,000 pounds displacement at speeds approaching and exceeding 100 knots?

Speakers:

Brad Schoenwald

Performance Boat School

Rob Varnell

Markel Specialty

1700 - 1715

Closing Remarks / Vacation Raffle

1715 - 2000

Post-Seminar Cocktail Reception

