

Lights! Camera! Boston!

“ART IMITATES (ACIC) LIFE”

ACIC ANNUAL MEETING
AND EDUCATION CONFERENCE

OCTOBER 20-21, 2022

BOSTON MARRIOTT LONG WHARF

“ART IMITATES (ACIC) LIFE”
ACIC Annual Meeting and Education Conference
October 20-21, 2022 • Boston Marriott Long Wharf
Co-Chairs:
Jennifer Fitzpatrick, Pacific Life Insurance Company
David Simonds, Hogan Lovells US LLP

*Lights!
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Thursday, October 20th

7:30am – 8:00am BREAKFAST

8:00am – 8:15am WELCOME AND INTRODUCTIONS

8:15am – 8:45am ANNUAL MEETING

8:45am – 9:45am *The Perfect Storm*
MARKET AND REGULATORY UPDATE



What kind of economic waters await us? Will deal flow be whipsawed by international unrest, unemployment and interest rates? What types of deals will safely dock in port, while others will be lost at sea? Will George Clooney make a surprise appearance on this panel? These questions and so many more will be answered for you. Make sure your radio antennas are properly affixed and tuned to the Market Update, then declare “Mayday”.

Moderator Chris Dallas, *Pacific Life Insurance Company*

Speakers Alexis Guinan, *Akin Gump Strauss Hauer & Feld LLP*

Brian Keating, *The Guardian Life Insurance Company of America*

Jennifer Tippins, *Citi Global Markets, Inc.*

9:45am – 10:00am BREAK

10:00am – 11:00am *Gone Baby Gone*
STRUCTURED PRIVATE PLACEMENTS: OVERVIEW AND PRACTICAL INSIGHTS



As investors seek assets with additional yield, has the plain vanilla private placement run away, been killed, or is it waiting to make a re-appearance? Join our panelists as they unlock the mysteries and complexities of structured private assets. RBC treatment, NAIC views, capital efficient structures, ratings, documentation and other practical issues will be among the topics covered.

Moderator Alfredo Cantoral, *American Equity Life Insurance*

Speakers Brian Keating, *The Guardian Life Insurance Company of America*

Anna Pinedo, *Mayer Brown LLP*

Mike Robson, *Greenberg Traurig, LLP*

Sanjay Yodh, *Monroe Capital Partners*

11:00am – 12:15pm

The Verdict

SUBSTANCE ABUSE AND MENTAL HEALTH: THE UNIQUE CHALLENGES OF THE LEGAL PROFESSION – ETHICS



*Ethics
Credit*

The Verdict is in – while the movie might not ace CivPro 101, its central premise of a lawyer, the ambulance-chasing, shabby Frank Galvin, facing the personal, professional and ethical consequences of alcoholism is all too real. In this presentation, Mr. Mann – drawing from the context of his own recovery from substance abuse – will identify the personality traits of attorneys and the qualities of the legal profession that combine to make lawyers significantly more susceptible to addiction, and more difficult to treat, than the general population. While the film leaves the main protagonist suspended between addiction and redemption, this presentation will conclude with a discussion of both systemic and individual solutions to the problem, with references to specific strategies and resources available to attorneys.

Moderator Sarah Olson, *Thrivent Financial*

Speaker David Mann, *The Other Bar*

12:15pm – 1:15pm **LUNCH**

Knives Out

ANATOMY OF “LIABILITY MANAGEMENT” TRANSACTIONS / CREDITOR-ON-CREDITOR VIOLENCE



As an investor, you can never quite know who might be lurking around the next corner, waiting for just the right moment to attack. This ensemble cast will dive into the dark and devious world of liability management transactions, presenting the audience with unexpected twists and turns. In the end, with all of the drop-down and uptiered financing structures, you can't take your eye off of any potential suspect.

Moderator Matthew Schernecke, *Hogan Lovells US LLP*

Speakers Tim Gravely, *Aquiline Capital Partners*

Margaret Parker-Yavuz, *Akin Gump Strauss Hauer & Feld LLP*

Eric Winthrop, *Houlihan Lokey*

2:15pm – 3:45pm

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“KNOW WHEN TO HOLD ‘EM, KNOW WHEN TO FOLD ‘EM”: LESSONS IN ETHICS FROM CAESAR’S ENTERTAINMENT’S “LIABILITY MANAGEMENT” TRANSACTIONS



*Ethics
Credit*

Hit or Stay on a 12? When a Borrower is in trouble, it can be hard to know which strategy to use. Deal yourself in for this lively discussion of corporate governance, liability management and the bankruptcy process set against the backdrop of the Caesars restructuring and Chapter 11 cases. Your panelists may not be able to teach you the finer points of card counting, but they will include a mix of professionals intimately involved in the Caesars bankruptcy as well as bankruptcy industry experts who can offer their unique insights into this fascinating case and the lessons (legal, practical and ethical) applicable to today, especially as the restructuring cycle picks up.

Moderator Max Frumes, *co-author of “The Caesars Palace Coup”*

Speakers Nicole Greenblatt, *Kirkland & Ellis LLP*

Sujeet Indap, *co-author of “The Caesars Palace Coup”*

Jim Millar, *Faegre Drinker Biddle & Reath LLP*

Jason New, *NovaWulf Digital Management*

3:45pm – 4:00pm **BREAK**

4:00pm – 5:00pm

The Social Network

CRYPTOCURRENCY, NFTS AND OTHER DIGITAL ASSETS



If you remember when Facebook required a .edu email to join or if hearing the words “Tik Tok” make you think of a clock, then you definitely need to make time for this panel’s deep dive into the digital asset market. Panelists will discuss issues arising in buy-side scenarios involving cryptocurrency and other digital assets in the context of current practice as well as in anticipation of the 2022 UCC Amendments to Articles 8 and 12. Get ready to smash that “like button” for our panel’s practical advice, including a look into whether the NAIC considers cryptocurrency to be an Admitted Asset and how this could affect the private placement market as more issuer assets transition from physical to virtual.

Moderator Charles C. Calloway Jr., *Chapman and Cutler LLP*

Speakers Sandra M. Rocks, *Cleary Gottlieb*

Elizabeth Schubert, *Sidley Austin LLP*

Edwin Smith, *Morgan, Lewis & Bockius LLP*

6:00pm – 8:00pm **RECEPTION**

Friday, October 21st

7:30am – 8:30am **BREAKFAST**

The Town

ALTERNATIVE WAYS TO SOURCE INVESTMENTS



Competition in the market causing your business teams to consider holding up an armored car? Our panelists will take you through alternatives to a life of crime including direct calling, club participation, sourcing from agents and investing in funds, and then the panel will take a step back and discuss the risks and benefits of each approach and how each of these investment sources can impact the life of the deal lawyer. While a Jeremy Renner cameo is not guaranteed, we can always hope – so don’t miss this panel!

Moderator Melody Cross, *Prudential Financial, Inc.*

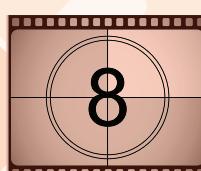
Speakers Greg Addicks, *Voya Investment Management*

Laura K. Albrecht, *Maranon Capital, L.P.*

Angus Whelchel, *Moelis & Company*

9:30am – 9:45am **BREAK**

Good Will Hunting



This wicked smart panel will save you from spending \$150 grand on an education you could get for \$1.50 in late charges at the public library. Our panelists will share a current ESG market update, highlighting the types of deals, their relative pricing and volume, and take a deeper dive into ESG related bonds, including Green Bonds, focusing on the various risks associated with them and the evolving roles of various stakeholders. This panel will also provide an overview of the European policies and how they are being applied to a variety of investment products beginning to make a home in the US markets, as well as a discussion about how responsible investment policies are difficult to develop when regulations have yet to be adopted. How do you like them apples?

Moderator Brenda Page, *The Hartford Financial Services Group, Inc.*

Speakers Sukhvir Basran, *Hogan Lovells*

Allan Marks, *Milbank LLP*

Liz Thorne, *SLC Management*

11:00am – 12:00pm

The Langoliers

AIRCRAFT FINANCINGS

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Skies are clear and you fall asleep while taking off into an upcycle. In what feels like a blink of an eye, you wake up and find yourself in a distressed aviation market that feels eerily like you've been there before, but the usual aviation financing structures have advanced and adjusted, Cape Town discussions are back with a vengeance and a twist, aircraft lessors are even looking to take advantage of bankruptcy, some aviation market indicators feel like you're in a recession and some don't, airlines and lessors are landing in bankruptcy in unexpected jurisdictions, and you need to figure out how to (while closing your eyes) get the plane back to its charted route. As we try to get our aircraft from Bangor back to Boston, we will (i) review aviation financing structures and highlight changes and new products that have been implemented, (ii) review perfection, international registry and Cape Town election issues, (iii) provide an update on the state of the aviation market as it relates to airlines and lessors and (iv) provide case studies of certain recent restructurings in the aviation space and how they handled some of these issues.

Moderator *Jasmine Ball, Debevoise & Plimpton LLP*

Speakers *David Botter, Akin Gump Strauss Hauer & Feld LLP*

Mehtap Cevher Conti, Hogan Lovells US LLP

Ginger Hughes, Seabury

REGISTRATION

Please visit

www.aciclaw.org/event/2022-fall-annual-meeting-and-education-conference/#!event-register/2022/10/20/2022-fall-annual-meeting-and-education-conference-1

to register online or download the PDF form and return it to the ACIC Administrative Office at the address listed below. The registration fee of \$975 for ACIC members in good standing (2022 dues paid) and \$1225 for non-members can be paid by credit card or check. Virtual attendance fee is \$700 for members in good standing and \$950 for non-members. Checks must be payable to the American College of Investment Counsel and must accompany the registration form.

All fees are to be paid in U.S. Dollars.

Your registration includes: admission to all sessions, daily full breakfast and refreshment breaks, and Thursday's luncheon and cocktail reception.

The Registration Desk opens at 7:30 am on Thursday and 7:30 am on Friday.

ATTIRE

The attire for the ACIC 2022 Annual Meeting and Education Conference is business casual. Jackets are suggested for the Thursday evening reception.

CONFIRMATION

A confirmation and receipt of payment will be sent via e-mail to all registrants. All registrants can pick up their badges at the ACIC Registration Desk during registration hours.

CANCELLATIONS AND SUBSTITUTIONS

The ACIC will be recording all sessions for viewing at a later date. If you are unable to attend all or any portion of the conference due to COVID-19 (whether as a result of a positive test result, COVID-19 symptoms, a close contact exposure, your employer's travel restrictions, or otherwise), you are not entitled to a refund, other than the difference between the in-person attendance rate and the rate for virtual attendance. If attending virtually, you are not entitled to a refund as all sessions are being recorded for viewing. Substitutions of a colleague within the same firm are allowed if they are submitted in writing (or email to office@aciclaw.org) to the ACIC Administrative Office no later than Monday, October 17, 2022.

PLEASE NOTE: The presentations will be recorded and available for viewing by conference registrants for a period of three months after the conference. A monitored e-mail with a qualified commentator will be made available for the posted sessions of the conference. Jurisdictions' treatment of such virtual courses varies – most grant credit for virtual courses, some require that it qualify under self-study rules/limits, and some treat live and on-demand virtual courses differently. We strongly encourage you to review your jurisdictions' virtual/digital media course and self-study eligibility rules prior to registration as refunds will not be issued. **Please review your jurisdictions' rules prior to registration.**

CLE ACCREDITATION

The ACIC has been certified as an accredited provider of Continuing Legal Education in the state of Illinois. Attorneys from other jurisdictions may also be eligible for CLE credits. Individuals may obtain a copy of the Financial Hardship Policy and application procedure by contacting the ACIC Administrative Office at 972-233-9107 x216. Any denial or waiver of fee shall not be based on age, gender, race, color, religion, nationality, ethnic origin, or disability. All information pertaining to the request for relief is held confidential.

HOTEL ACCOMMODATIONS

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