

SLA CONNECTION

Surplus Lines News from the Golden State

The Surplus Line Association of California

Spring 2015

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Brady Steps In At QB

Denis Brady Ascends to Chair of SLA Board of Directors for 2015

By **Cliston Brown** Editor-In Chief, **SLA Connection**

Denis Brady, the newly elected chair of the SLA Board of Directors, first considered joining the board at the request of Davis Moore, who was chair at the time.

"Davis really encouraged me to get involved and to play an active role in the association," Brady recalled. "I thought it would be a good way to give back to an industry which has given so much to me. I will admit

I didn't know a lot about it or what it entailed at the time, but it has been a move I have never regretted. My participation on the board has helped me to make new friendships, strengthen old ones, and to see the industry and the SLA from different perspectives."

Brady, president of Burns & Wilcox Brokerage in San Francisco, became a board member in 2010 and began advancing up the leadership ladder as secretary/treasurer in 2013 and vice chair in 2014 before ascending to the top job after the 2015 SLA Annual Meeting. He says he knows he has big shoes to fill in taking over for Ian Fitt, now the SLA's past chair.

"Ian has shown exemplary character and leadership during his chairmanship and his numerous other roles on the SLA Board and its committees over the years," Brady said. "He was the type of chair who was not afraid to ask the tough questions and to hold SLA senior management accountable. Under Ian's tenure, not only did he shore up the association through a review



Denis Brady

of internal processes and the creation of a disaster recovery plan, but he moved the SLA forward in terms of technological innovation and broker services. I look to build on the technological foundation he established during his chairmanship, continuing the migration of all systems to the cloud and creating business tools and possibly business analytics that will be useful for brokers."

Brady has outlined four key goals that he would like to accomplish during his year as chair:

- 1) Outreach to millennials**
- 2) Complete the migration to the cloud**
- 3) Significantly reduce tag volume**
- 4) Create new tools to assist brokers with compliance**

The first goal is one that Brady sees as vitally important to the future of the industry.

"It is crucial to ensure an ongoing influx of talented young people into our industry," Brady said. "The industry's future depends on bringing in new talent. What I hope to do is to raise awareness about the multifaceted nature of the industry and the careers it has to offer and convey to young, talented professionals the great entrepreneurial opportunities there are in surplus lines."

Specifically, Brady intends to raise awareness, in part, by working collaboratively with colleges and universities that have insurance and/or risk management programs and providing in-

Story continues on Page 2



Brady Steps In At QB

ternships and job shadowing opportunities to students within those programs. More than 50 colleges and universities across the nation now offer these types of programs, and while most of them are east of the Mississippi River, there are several in California and the West.

"The young people are there," Brady said. "We just need to reach out and connect with them."

Regarding Brady's second goal, completing the migration of SLA's processes to the cloud is the next step in the asso-

ciation's ongoing technological transformation.

"Going to the cloud makes the SLA's work faster and more efficient," Brady said. "It also obviates the need to have a server room, which creates a more efficient use of space, and the fact that there is triple redundancy in the cloud allows for better disaster recovery without the

SLA having to seek out other, more costly solutions for backups. In short, it's safer, faster and more efficient."

The third goal, reducing tags, is part of an ongoing response to a persistent problem

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that bedevils both the SLA and its member brokerages. SLA members receive in excess of 150,000 tags per year on roughly 500,000 items filed. That represents more than 30 tags per every 100 items. Remediating those tags, according to an SLA survey conducted in 2014, can cost some high-volume brokerages

hundreds of hours per year to remediate.

"The SLA has begun working toward tag remediation through offering a New Filer Program to help novice filers and through educational programs such as in-office visits, particularly for brokerages with large numbers of tags," Brady said. "I want to continue and expand on those efforts and really start making a dent in the number of tags, which cost brokers time and money and also indicate a compliance program."

Also on the compliance front, Brady wants to create new tools to assist brokers with compliance. The SLA plans to hire a compliance officer within its Education and Compliance Department, and also to provide a guidebook and educational videos to brokers.

Brady says he will judge his tenure a success by three criteria: making significant progress on his four key goals; ensuring that as issues arise, that he addresses them wisely and in unison with the Board of Directors; and continuing to run the SLA like a business, with a sharp eye on budgets and program outcomes.

SLA Resident Members Elect 2015 Board

Houska, Ciardello Become Vice Chairman, Secretary-Treasurer; Two New Members Elected

In addition to electing **Denis Brady** the new chair of the Board of Directors for 2015, resident members of the Surplus Line Association of California (SLA) also elected the vice chair, secretary-treasurer and 10 more board members for the year.

Chris Houska, the California managing director of R-T Specialty, LLC, in Burbank, is the new vice chair of the board, and **Tom Ciardello**, senior vice president and manager of Worldwide Facilities, Inc., in San Francisco, is the board's new secretary-treasurer.

Houska served as secretary-treasurer in 2014, and Ciardello served as a board member last year.

Additionally, SLA resident members elected two new members to the board this year. They include:



Chris Houska

- **Bob Gilbert**, Markel West Insurance Services
- **Terri Moran**, Vela Insurance Services

Finally, voters confirmed **Ian Fitt** of Catalytic Holdings, LLC, the 2014 chairman, as a board member for 2015, and retained seven other members from the 2014 board in their positions:

- **Janet Beaver**, Scottish American
- **Rupert Hall**, M.J. Hall & Company, Inc.
- **Chris Kiley**, AMWINS
- **Davis Moore**, Worldwide Facilities, Inc.
- **Pam Quilici**, Crouse & Associates Insurance Services of Northern California, Inc.
- **Les Ross**, Wholesale Trading Co-Op Insurance Services, Inc.
- **Jerry Sullivan**, The Sullivan Group

All members of the board serve until the 2016 Annual Meeting, at which time



Tom Ciardello

a new election for the board and officers will take place.

The Annual Meeting in February 2016, in San Francisco and Los Angeles, provides an opportunity for au-

thorized voting representatives to vote on the new board and officers at that time. The SLA constitution requires one-third of all resident members who filed an SL-1 or SL-2 form in the preceding 12 months to vote in order to constitute a quorum.

If a quorum is not reached during the regular meeting, SLA must solicit the necessary votes online or by telephone, a process which can take several weeks to conclude. The SLA urges all authorized voting representatives of resident members filing business in 2015 to attend next year's meeting.

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New, Innovative SLA Website Tailors User Experience to Individual Viewers' Needs

By Cliston Brown
Editor-in-Chief

A new, dramatically improved SLA website went live in January, with SLA formally unveiling the significantly overhauled Internet resource at its Annual Meeting in February.

The modern, visually appealing site at www.slacal.org emphasizes greater user functionality, tailored to individual viewers' needs and constructed with ease of use firmly in mind. It replaces an older site that was significantly more challenging for viewers to navigate.

In announcing the new website at the Annual Meeting, **Joy Erven**, the SLA's chief operating officer and director, lauded the fact that the upgraded site bases the user experience on the position the user holds. Upon going to the site, viewers are asked to choose whether to see a screen tailored to brokers, filers, compliance personnel or the general public. Upon making the selection, the user is taken to a screen that provides options most useful to the chosen function.

"In creating this new website, we wanted to create more than just a static, bland repository of information and instead provide a targeted, interactive experience that helps different individuals with different jobs find the information and the resources they need," Erven said. "Our new website tailors readers' experiences based on what kind of jobs they have and what kind of help they need."

The new site provides bold, colorful, easily identifiable links to the tools and the forms each type of user needs.

"A website is an organization's calling card, its public face to the world," said SLA Executive Director **Benjamin McKay**. "It has often been said that you never get a second chance to make a first impression. We wanted our first impression to convey the kind of organization we strive to be: a modern, forward-looking industry leader that cares about providing a positive, efficient and useful experience to all of our audiences."



The new SLA website at www.slacal.org tailors the user experience based on whether the viewer is a broker, filer, compliance professional or member of the general public.

Some of the innovative features include a running ticker at the bottom of the page, similar to a stock ticker, that provides fresh updates on key market statistics; a handy tax and stamping fee calculator; a module linking the user to educational courses, and another one to SLA filing forms; and another module linking to the status of filings.

Additionally, there are easy-to-find links to the Surplus Lines Information Portal (SLIP), the SLA's electronic filing system. There is also a robust search-engine function to provide the viewer the ability to find what he/she is seeking in a few keystrokes.

"The key objective we hoped to accomplish in launching this new website was to provide a simple, intuitive, easy-to-navigate process for the viewer," McKay said. "Whether you are a broker, a filer, a legislator or regulator, a compliance professional or a member of the public with an interest in our industry, your time is valuable. The SLA wants to respect your time and make it as easy and as efficient as possible for you to get what you need from us. In working with our design team, this was the key goal that drove our deliberations and decisions."

If you have not already done so, please take a moment and go to www.slacal.org to take the new SLA website for a test drive. The SLA hopes that it meets all users' needs

and expectations as they interact with the association through the website.

Additionally, please note that the new website offers a "Contact Us" function through which users can send a message online or easily find the SLA's phone number. If you have comments or questions on any surplus lines topic, or there is anything that you cannot easily find on the website, or you have suggestions for how the new site can be improved, please use the contact module to let the SLA know your thoughts.

"In creating this new website, we wanted to create more than just a static, bland repository of information and instead provide a targeted, interactive experience that helps different individuals with different jobs find the information and the resources they need."

Joy Erven
SLA Chief Operating Officer
and Director

Top 50 Brokers by Premium, through March 31, 2015

Rank	BROKER	PREMIUM PROCESSED	% OF TOTAL
1	R-T SPECIALTY, LLC	102,556,930	7.92%
2	AON RISK INSURANCE SERVICES WEST, INC.	96,458,527	7.45%
3	SWETT & CRAWFORD	90,519,336	6.99%
4	MARSH USA INC.	76,184,629	5.88%
5	RISK SPECIALISTS COMPANIES INSURANCE AGENCY, INC.	50,507,294	3.90%
6	WORLDWIDE FACILITIES, INC.	46,353,523	3.58%
7	AMWINS INSURANCE BROKERAGE OF CALIFORNIA, LLC	44,997,535	3.48%
8	BLISS AND GLENNON INC.	32,644,201	2.52%
9	RISK PLACEMENT SERVICES, INC.	30,333,751	2.34%
10	LOCKTON COMPANIES, LLC	29,909,704	2.31%
11	BROWN & RIDING INSURANCE SERVICES, INC.	28,356,922	2.19%
12	BURNS & WILCOX INSURANCE SERVICES, INC.	27,111,046	2.09%
13	PATERSON, DONALD THOMAS	23,140,282	1.79%
14	R.E. CHAIX & ASSOCIATES INSURANCE BROKERS, INC.	18,325,412	1.42%
15	WELLS FARGO INSURANCE SERVICES USA, INC.	18,149,383	1.40%
16	CRC INSURANCE SERVICES, INC.	17,994,546	1.39%
17	CROUSE & ASSOCIATES INSURANCE SERVICES OF NORTHERN CALIFORNIA, INC	16,205,248	1.25%
18	PARTNERS SPECIALTY GROUP, LLC	14,922,648	1.15%
19	ARTHUR J. GALLAGHER & CO. INSURANCE BROKERS OF CALIFORNIA, INC. (GLENDALE)	14,316,627	1.11%
20	SOCIUS INSURANCE SERVICES, INC.	12,042,133	0.93%
21	WOODRUFF-SAWYER & COMPANY	11,834,656	0.91%
22	COMMERCIAL INDUSTRIAL BUILDING OWNERS ALLIANCE, INC.	11,115,451	0.86%
23	ALL RISKS, LTD.	11,065,131	0.85%
24	MONARCH E&S INSURANCE SERVICES	10,978,893	0.85%
25	HARRY W. GORST COMPANY, INC.	10,528,980	0.81%
26	AIG PROPERTY CASUALTY INSURANCE AGENCY, INC.	10,128,945	0.78%
27	JAMES + GABLE INSURANCE BROKERS INC.	9,141,659	0.71%
28	AMWINS BROKERAGE OF GEORGIA, LLC	9,025,754	0.70%
29	MARSH & MCLENNAN AGENCY LLC	8,942,841	0.69%
30	NATIONAL TRANSPORTATION ASSOCIATES, INC.	8,733,074	0.67%
31	WHOLESALE TRADING CO-OP INSURANCE SERVICES LLC	8,434,966	0.65%
32	COASTAL BROKERS INSURANCE SERVICES INC.	7,642,290	0.59%
33	BASS UNDERWRITERS, INC.	7,461,750	0.58%
34	AMWINS BROKERAGE OF NEW YORK, INC.	7,215,527	0.56%
35	HULL & COMPANY, INC.	7,214,810	0.56%
36	ALLIANT INSURANCE SERVICES, INC.	7,146,695	0.55%
37	COVE PROGRAMS INSURANCE SERVICES LLC	7,105,111	0.55%
38	IMA, INC.	7,060,772	0.55%
39	LAE INSURANCE SERVICES, INC.	6,155,687	0.48%
40	W. BROWN & ASSOCIATES PROPERTY & CASUALTY INSURANCE SERVICES	6,071,168	0.47%
41	WILLIS INSURANCE SERVICES OF CALIFORNIA, INC.	6,045,415	0.47%
42	SOUTHWEST BUSINESS CORPORATION	5,946,783	0.46%
43	NAS INSURANCE SERVICES, LLC	5,846,640	0.45%
44	COOPER & MCCLOSKEY, INC. INSURANCE BROKERS	5,668,805	0.44%
45	R.I.C. INSURANCE GENERAL AGENCY, INC.	5,491,299	0.42%
46	M.J. HALL & CO., INC.	4,841,786	0.37%
47	ARROWHEAD WHOLESALE INSURANCE SERVICES, INC.	4,795,158	0.37%
48	ARTHUR J. GALLAGHER RISK MANAGEMENT SERVICES, INC.	4,772,560	0.37%
49	WILLIS OF TEXAS, INC.	4,630,737	0.36%
50	SULLIVAN BROKERS WHOLESALE INSURANCE SOLUTIONS, INC.	4,480,269	0.35%
	SUBTOTAL	\$1,016,553,292	78.51%
	ALL OTHER BROKERS	278,271,634	21.49%
	TOTAL	\$1,294,824,926	100.00%

Top 50 Carriers by Premium, through March 31, 2015

RANK	COMPANY	PREMIUM PROCESSED	% OF TOTAL
1	LEXINGTON INSURANCE COMPANY	110,201,720	8.51%
2	SCOTTSDALE INSURANCE COMPANY	59,256,274	4.58%
3	LLOYD'S OF LONDON SYNDICATE #2623	38,512,554	2.97%
4	UNITED SPECIALTY INSURANCE COMPANY	30,959,533	2.39%
5	IRONSHORE SPECIALTY INSURANCE COMPANY	29,415,574	2.27%
6	INDIAN HARBOR INSURANCE COMPANY	28,835,604	2.23%
7	STEADFAST INSURANCE COMPANY	28,108,297	2.17%
8	AIG SPECIALTY INSURANCE COMPANY	26,789,919	2.07%
9	COLONY INSURANCE COMPANY	25,870,283	2.00%
10	QBE SPECIALTY INSURANCE COMPANY	24,748,086	1.91%
11	ADMIRAL INSURANCE COMPANY	24,735,336	1.91%
12	GREAT AMERICAN E&S INSURANCE COMPANY	20,626,638	1.59%
13	COLUMBIA CASUALTY COMPANY	19,657,219	1.52%
14	NAVIGATORS SPECIALTY INSURANCE COMPANY	18,752,772	1.45%
15	GEMINI INSURANCE COMPANY	18,620,580	1.44%
16	GREAT LAKES REINSURANCE (UK) PLC	18,027,551	1.39%
17	ILLINOIS UNION INSURANCE COMPANY	17,930,435	1.38%
18	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	17,329,260	1.34%
19	AXIS SURPLUS INSURANCE COMPANY	17,043,375	1.32%
20	HOUSTON CASUALTY COMPANY	17,006,028	1.31%
21	LANDMARK AMERICAN INSURANCE COMPANY	16,588,157	1.28%
22	JAMES RIVER INSURANCE COMPANY	16,459,379	1.27%
23	EVEREST INDEMNITY INSURANCE COMPANY	15,246,650	1.18%
24	CATLIN SPECIALTY INSURANCE COMPANY	14,814,898	1.14%
25	EVANSTON INSURANCE COMPANY	14,669,652	1.13%
26	CHUBB CUSTOM INSURANCE COMPANY	14,543,035	1.12%
27	MT. HAWLEY INSURANCE COMPANY	14,283,032	1.10%
28	ASPEN SPECIALTY INSURANCE COMPANY	14,052,069	1.09%
29	LLOYD'S OF LONDON SYNDICATE #0510	13,743,900	1.06%
30	AMTRUST INTERNATIONAL UNDERWRITERS LIMITED	13,093,710	1.01%
31	LLOYD'S OF LONDON SYNDICATE #3624	13,062,604	1.01%
32	NATIONAL FIRE & MARINE INSURANCE COMPANY	12,766,309	0.99%
33	LLOYD'S OF LONDON SYNDICATE #2987	12,503,583	0.97%
34	ESSEX INSURANCE COMPANY	12,284,176	0.95%
35	TOKIO MARINE SPECIALTY INSURANCE COMPANY	12,233,834	0.94%
36	INTERNATIONAL INSURANCE COMPANY OF HANNOVER SE	11,749,445	0.91%
37	ARCH SPECIALTY INSURANCE COMPANY	11,284,383	0.87%
38	LIBERTY SURPLUS INSURANCE CORPORATION	11,148,140	0.86%
39	EMPIRE INDEMNITY INSURANCE COMPANY	10,912,082	0.84%
40	LLOYD'S OF LONDON SYNDICATE #0033	10,739,596	0.83%
41	STARR SURPLUS LINES INSURANCE COMPANY	10,691,544	0.83%
42	ENDURANCE AMERICAN SPECIALTY INSURANCE COMPANY	9,800,694	0.76%
43	PRINCETON EXCESS AND SURPLUS LINES INSURANCE COMPANY	9,481,274	0.73%
44	LLOYD'S OF LONDON SYNDICATE #2003	9,277,757	0.72%
45	FIRST MERCURY INSURANCE COMPANY	9,217,696	0.71%
46	ALLIED WORLD NATIONAL ASSURANCE COMPANY	9,191,549	0.71%
47	HUDSON EXCESS INSURANCE COMPANY	9,060,248	0.70%
48	LLOYD'S OF LONDON SYNDICATE #0623	8,665,224	0.67%
49	ASSOCIATED ELECTRIC & GAS INSURANCE SERVICES LIMITED	8,527,185	0.66%
50	KINSALE INSURANCE COMPANY	8,247,875	0.64%
	SUBTOTAL	\$950,766,723	73.43%
	All Other Companies	344,058,203	26.57%
	TOTAL	\$1,294,824,926	100.00%

NARAB Implementation, FATCA Top '15 Agenda



By Benjamin J. McKay
SLA Executive Director

Earlier this year, the insurance industry won a major and long-awaited victory when the U.S. Congress passed, and President Barack Obama signed, legislation creating the **National Association of Registered Agents & Brokers (NARAB)**. The language creating NARAB was included within the bill that renewed the **Terrorism Risk Insurance Act (TRIA)**.

The NARAB language, as part of the TRIA bill, had been expected to pass Congress last year, but it was held up at the end of the 2014 session due to objections by retiring Sen. **Tom Coburn** (R-Okla.), who had wanted an opt-out at the state level. With Coburn's retirement at the end of the session, the new Congress moved quickly to pass the legislation and move it to the president's desk. The president signed it into law on Jan. 12.

The creation of NARAB is a crucial step toward uniformity. It will help simplify the licensing process, which is a laudable goal that will benefit the surplus lines broker community tremendously.

The legislation provided 90 days for the president to appoint a 13-member board, composed of eight state insurance commissioners and five industry representatives. The board will then take on the task of raising funds, hiring staff and establishing licensing standards and procedures.

I wrote to Federal Insurance Office Director **Michael McRaith** in March asking that the surplus line industry's needs and perspectives be taken into consideration during the process of appointing the board's five industry members.

The SLA is working with the **National Association of Professional Surplus Line Offices (NAPSLO)** and the **California De-**

The creation of NARAB is a crucial step toward uniformity. It will help simplify the licensing process, which is a laudable goal that will benefit the surplus lines broker community tremendously.

partment of Insurance (CDI) to ensure implementation that properly reflects California law. Key questions we are working to address include the following:

- 1) How is the board going to recognize entity licenses (if at all)?
- 2) How will membership in the SLA be determined if a license is obtained through NARAB instead of the CDI? (Currently, California law deems all California surplus lines licensees to be members of the SLA.)

The SLA will work with its industry partners in the coming months to ensure that these questions are answered and that the California surplus lines community is kept in the loop and in the discussion.

Another key item the SLA is watching diligently is the **Foreign Account Tax Compliance Act (FATCA)**, which impacts the surplus lines community.

The Internal Revenue Service (IRS) website states that U.S. citizens and individual residents, as well as "a very limited number of nonresident individuals who own certain foreign financial accounts or other offshore assets" must use Form 8938 to report those assets. FATCA rules consider some carriers and surplus line brokers to be U.S. withholding agents and must either file for an exemption or pay a 30 percent withholding rate.

The **American Association of Managing General Agents (AAMGA)** has an excellent summation of FATCA and

its implications for surplus lines licensees online at <http://archive.constantcontact.com/fs195/1101990261204/archive/1114286167236.html>.

Another terrific FATCA resource can be found on the **Council of Insurance Agents and Brokers (CIAB)** website. The CIAB **FATCA Portal** provides "an effective solution for insurance carriers and brokers worldwide

to post, locate and store FATCA forms W-8BEN-E, W-8IMY and W-9, all in one place." It is a useful tool developed to help save brokers time, money and effort, and it can be found at <https://fatca.ciab.com>.

In addition to utilizing these resources, please feel free to contact the SLA if you have questions about how FATCA impacts you. We are here to provide any assistance we can to our members on this and many other issues.

The SLA looks forward to continuing to serve our members in 2015. For information on how to contact us, please go to our website at www.slacal.org.



Idaho Hosts 2015 Western States Meeting

The Surplus Line Association of California (SLA) encourages its members to attend the **Western States Surplus Lines Conference (WSSLC)**, taking place June 20-23, 2015, in Sun Valley, Idaho. This year's theme for the event is "Sharpen Your Skills; Relax in the Hills." The WSSLC at Sun Valley offers attendees the opportunity to do both of those things in abundant measures.

Western States is one of the premier surplus lines gatherings in the country, and California typically has a very large contingent at this meeting, regardless of where it is held. WSSLC provides attendees a great opportunity to network and exchange news, information and ideas with some of the leaders in surplus lines insurance from California and all over the western United States.

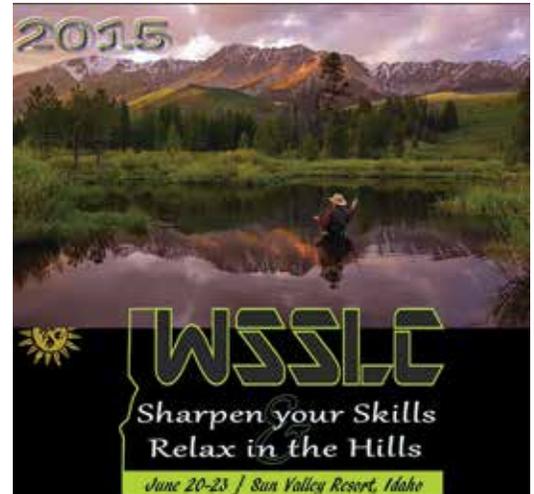
The event will take place at the famous **Sun Valley Resort**. In operation since 1936, the resort is best known for its winter skiing, but its summertime offerings and activities are ample and equally appealing. A sampling of summertime activities available at Sun

Valley includes mountain biking, horse-back riding, golf and hiking.

Business sessions will take place in the mornings, with free Fun in the Hills activities offered Sunday and Monday afternoons, and golf on Monday afternoon, as well as opening and closing receptions on Saturday and Monday.

The expected keynote speaker is **Dick Couch**, an author, Naval Academy graduate and professor, Vietnam veteran and retired special forces officer. His website, dickcouch.com, refers to him as "Your Guide to American Military Special Operations."

Another exciting presentation will be a panel called "**Crossroads: The Intersection of Politics and Insurance (And What It Means To You)**." The panel will include several experts on insurance and politics, including two members of the California SLA staff: Executive Director **Benjamin McKay**, a former chief of staff with the Florida Department of State and later with a member of the United States House of Representatives in



Washington, D.C., as well as an award-winning lobbyist during his time in the nation's capital; and Vice President of Communications **Cliston Brown**, a former communications director for a member of the United States House of Representatives and later with two leading national insurance associations in Washington, D.C.

For more information and to register for the conference, please go to the following site: www.idahosurplusline.org.

Brown & Brown of Missouri Wins 2014 Award For Best Tag-Per-Item Ratio

By Cliston Brown
Editor-in-Chief

As part of its ongoing efforts to encourage better compliance, the Surplus Line Association of California (SLA) created a new award in 2014, which it presented at the 2015 Annual Meeting.

Brown & Brown of Missouri, Inc. won the inaugural award for Best Tag Ratio. Among brokerages that filed at least 1,000 items in 2014, Brown & Brown was the only SLA member that received no tags at all. In fact, the St. Louis-based brokerage has accumulated no tags for at least two years.

"We were very pleased to present our first award to a brokerage that has had such a strong track record of excellence in compliance in recent years," said **Benjamin**

McKay, the SLA's executive director. "Brown & Brown's diligence in avoiding tags demonstrates that brokerages can tackle this problem successfully, and we commend it for its continued success."

"I was so pleased to learn of our recognition for having zero errors for our filings in 2014," said **Dan Daly**, executive vice president of Brown & Brown of Missouri, Inc. "We do have a high volume of transactions, and this result is due to the hard work of Mike Davis, our IT Manager, and Diane Fuller, our Accounting Manager. They both worked diligently to establish our process and continue to work hard to ensure excellent execution."

The SLA set a minimum of 1,000 items filed as the criterion for eligibility for the award.

FIRST QUARTER 2015 HONOR ROLL

The most recent quarterly honorees, for brokerages with a tag ratio of less than 1.5 percent, on more than 250 filings, in the first quarter of Fiscal Year 2015, are as follows:

Tier 1 (Tag Ratio Less Than 1%)

Brown & Brown of Missouri, Inc. (#6890)
Poulton Associates, Inc. (#1729)
Sullivan Brokers Wholesale Insurance Solutions, Inc. (#1057)

Tier 2 (Tag Ratio Between 1% and 1.5%)

Proctor Financial, Inc. (#1609)
Seattle Specialty Insurance Services, Inc. (#2672)
G.J. Sullivan Co. Excess & Surplus Lines Brokers (#709)
Petersen International Underwriters (#390)

SLA Board of Directors 2015

Denis Brady—Chair
Burns & Wilcox Brokerage

Chris Houska—Vice Chair
R-T Specialty, LLC

Tom Ciardello—Secretary-Treasurer
Worldwide Facilities, Inc.

Ian Fitt—Past Chair
Catalytic Holdings, LLC

Janet Beaver
Scottish American

Bob Gilbert
Markel West Insurance Services

Rupert Hall
M.J. Hall & Co., Inc.

Chris Kiley
AMWINS

Davis Moore
Worldwide Facilities, Inc.

Terri Moran
Vela Insurance Services

Pam Quilici
Crouse & Associates Insurance
Services of Northern California, Inc.

Les Ross
Wholesale Trading Co-Op Insurance
Services, LLC

Gerald Sullivan
The Sullivan Group

Industry Calendar: May-September 2015

**Insurance Industry Charitable Foundation
(IICF) Casino Night Benefit**
Julia Morgan Ballroom, San Francisco
May 14, 2015
<http://www.iicf.org/events/western-division-events.html>

AAMGA Annual Meeting
Gaylord National Resort, National Harbor, MD
(Washington, DC area)
May 17-20, 2015
<http://www.aamga.org/2015annual>

NAPSLO DC Fly-In
Hay-Adams Hotel, Washington, DC
May 20-22, 2015
<http://www.napslo.org/>

Western States Surplus Lines Conference
Sun Valley Resort, Sun Valley, ID
June 20-23, 2015
<http://www.idahosurplusline.org/content/index.asp>

CIWA Summer Forum and Annual Meeting
La Playa Hotel, Carmel, CA
July 13-14, 2015
<http://www.ciwa.net>

NCOIL Summer Meeting
Hilton Indianapolis Hotel, Indianapolis, IN
July 16-19, 2015
<http://www.ncoil.org/schedule/upcoming.html>

NAIC Summer Meeting
Hyatt Regency, Chicago
August 14-17, 2015
http://www.naic.org/meetings_home.htm

NAPSLO Annual Convention
San Diego
September 9-12, 2015
<http://www.napslo.org/>

Upcoming SLA Continuing Education

Registration and continental breakfast for all courses starts at 8 a.m., seminars run from 8:30-11:30 a.m.
Call Education Department at (415) 434-4900 or register at <http://www.slacal.org/education/courses>.

Commercial Auto Insurance:

Myths and Mystique

Presented by **Ruth F. Cazden**, CPCU, CRIS
Cazden Insurance Solutions

3 CE Credits

Tuesday, May 12th, Hilton Universal City
555 Universal Hollywood Drive, Universal City

Wednesday, May 13th, PG&E Conference
Center Auditorium
245 Market Street, San Francisco

Description

This three-hour program will give attendees the tools they need to handle clients' commercial automobile exposures without coverage gaps.

By learning about common myths and misunderstandings regarding Commercial Auto Insurance, agents and brokers will learn how to best meet their clients needs as well as avoid any E&O situations that might arise out of their lack of knowledge of this highly important insurance coverage.

SLA Connection

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Outgoing Chair Ian Fitt Receives Lutine Bell at SLA Annual Meeting

Former SLA Board of Directors Chair **Pam Quilici** presents the Lutine Bell award to outgoing Chair **Ian Fitt** at the SLA Annual Meeting on Feb. 5, 2015, in Los Angeles. The award was given in recognition of Fitt's service as chair, as well as his many years of service on the Board of Directors and several committees.

