

FLORIDA SURPLUS LINES ASSOCIATION

ANNUAL
58
CONVENTION



August 1 - 3, 2018

The Don CeSar • St. Petersburg Beach, Florida

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FROM THE *President*

On behalf of your 2017-2018 FSLA Board of Directors, welcome to the 58th Annual FSLA Convention at The Don CeSar.

Discover a world of mesmerizing history and coastal beauty at The Legendary Pink Palace of St. Petersburg Beach. The Don CeSar opened during the Gatsby Era in 1928 and today still boasts a rich and glamorous history. America's elite and distinguished celebrities such as Clarence Darrow and F. Scott Fitzgerald have walked the halls of the Pink Palace. The resort offers timeless style with radiant sunsets, a world class spa and a vibrant food scene.

Over the next few days, we hope to enlighten, inspire and provide you with networking opportunities while promoting the Surplus Lines industry in Florida. This year, we have a new schedule. The business session will open Wednesday, August 1 at 3:15 p.m. with a review of the surplus lines market by Gary Pullen, Executive Director of the FLSO. Next, hear the legislative update from our governmental affairs team, Capital City Consulting and conclude with a presentation from William Large,

President of Florida Justice Reform Institute. Following the first day of the business session, please join us for our opening reception.

The business session will continue Thursday, August 2 at 9:00 a.m. as we hear presentations from David Altmaier, Commissioner of the Office of Insurance Regulation and our Keynote Speaker, Tom Clark, President of Nationwide E&S/Specialty. Following the business session, take advantage of the afternoon activities by catching a prized cobia in the Gulf, competing in the Tom Enright Golf Classic or tour the Chihuly Collection and design your own masterpiece in the glass blowing workshop. The convention will conclude Thursday night with our banquet dinner, raffle and dueling pianos experience.

It is a privilege to serve with a remarkable and dedicated Board of Directors and Committee members. Over the past year, the Board reviewed the FSLA By-Laws and proposed changes

58 ANNUAL CONVENTION

to promote the continued growth of the association. The Regular Members will vote on the revised By-Laws during the business session Thursday, August 2. The revision includes provisions to conform to Florida Law and current association practices, deletes obsolete provisions and promotes a balanced representation on the Board.

This year, the Board and the Government Affairs Team participated in several events to educate members from our Florida Legislature on the value of the Surplus Lines industry and how we serve the consumers of Florida. The FSLA Board and governmental affairs team are committed to representing you now and in the future. As we prepare for the November elections, please consider making a financial contribution to our political action committee fund, SURPAC, which supports political committees and candidates in the Florida Senate and House of Representatives who support our industry.

A very special thank you to our members, sponsors, Board of Directors, Convention Committee, Executive Director and our Governmental Affairs team. It is through your support that the FSLA continues to be successful, relevant and a nationally recognized association.

Thank you for your support and enjoy the 2018 FSLA Convention.

Erin K. O'Leary, AAI, TRS
FSLA President



Welcome TO THE 58TH ANNUAL FSLA CONVENTION

On behalf of the FSLA Board of Directors and Executive Staff at Partners in Association Management (PIAM), we welcome you to St. Petersburg and the 2018 FSLA Annual Convention!

Your FSLA Board of Directors continues to work hard to increase the programs and services available to FSLA Members. FSLA provides complimentary continuing education webinars to FSLA Members and along with Capital City Consulting, FSLA works on your behalf to provide legislative updates to members during Florida's Legislative Session. As always, we want to hear from you! If you have a suggestion for a membership benefit, please do not hesitate to contact our office.

PIAM is one of 70 companies nationwide, and the only one in Florida, that is accredited by the Association Management Company Institute. We specialize in working with business trade associations and have experience working with the Office of Insurance Regulation and the Department of Financial Services. We work closely with the Board of Directors and the Executive Committee to help the Association meet your needs and provide a variety of services that will enhance your FSLA experience and increase the value of your membership.

Jillian Heddaeus, CMP, IOM
FSLA Executive Director

Jillian Heddaeus, CMP, IOM
Executive Director



Jillian Heddaeus, CMP, IOM, has over ten years' experience in event planning and association management. She has worked in the capacity as a senior meeting planner for both state and national associations as well as executive director for a statewide trade association. Ms. Heddaeus is a graduate of the Program for Association Leadership, sponsored by the Tallahassee Society of Association Executives as well as the Institute for Organization Management, presented by the U.S. Chamber of Commerce, at the University of Georgia. She has served on the board of the Tallahassee Society of Association Executives (TSAE) and is a previous winner of TSAE's "Association Professional of the Year" Award. Ms. Heddaeus holds a B.S. degree in Information Systems from Florida State University.

We specialize in working with business trade associations and have experience working with the Office of Insurance Regulation and the Department of Financial Services.



THE FLORIDA SURPLUS LINES ASSOCIATION AND SURPAC

The Florida Surplus Lines Association (FSLA) is an association with a current regular membership of Excess and Surplus Lines Agency member firms and associate members (made up of excess and surplus lines insurance companies, re-insurers, Lloyd's brokers, premium finance companies, surveyors and claim adjustment companies).

The purpose of the FSLA is to encourage an exchange of information among members and to disseminate educational information for the benefit of members and the betterment of the excess and surplus lines industry. Additionally, FSLA maintains liaisons with other segments of the insurance industry. Participants include commissioners, regulatory bodies, insurers and insurance producer groups. FSLA supports the

independent insurance agency system and promotes professionalism among its members.

Over the past 50 years, FSLA has promoted the regulatory and legislative interests of FSLA members and the Florida surplus lines industry. The FSLA maintains concern for regulatory and legislative changes affecting the surplus lines insurance industry and communicating those changes and all related issues to member firms.

FSLA has a Political Action Committee fund called SURPAC used to support political committees and candidates for the Florida Senate and House of Representatives that support our industry. Participation in the SURPAC fund is encouraged among the membership.



Each year, the FSLA hosts an annual convention in which members have the opportunity to network, attend business meetings and participate in a variety of programs. As the majority of FSLA's company members attend the annual convention, it provides an excellent opportunity for agency members to socialize with their company representatives. While the location of the convention changes from year to year, the quality of programs offered and distinctive participating speakers remain a constant.

As Florida's surplus lines industry remains a top player on the national scale, the Florida Surplus Lines Association is recognized as one of the most active associations among the top three surplus lines associations in the country.

FSLA Legislative Committee:

R.C. Chaffin, CIW – Chair
Jason Bryant
Dave DeMott, CPCU, AMIM, AU, ASLI
Ron Gabor
Kevin Tromer
Harvey Sheldon, CPCU
Erin O'Leary, AAI, TRS, FSLA President

FSLA SURPAC Committee:

Kathy Colangelo, ASLI, CIC – Chair
Erin O'Leary, AAI, TRS, FSLA President



FLORIDA SURPLUS LINES ASSOCIATION

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Ashley Kalifeh, Esq. and Ron LaFace, Jr., Esq.
Capital City Consulting, LLC

Executive Director

Jillian Heddaeus, CMP, IOM
Partners in Association Management

Past Presidents OF THE FSLA

1960-1961

Donald Bolton

1973-1975

Daniel C. O'Leary, Jr.

1981-1983

Jack W. Flood

1962-1968

Hugh Donovan

1975-1977

Richard F. Hull

1983-1985

Ronald Gabor

1968-1971

Edward "Bill" DeYoung

1977-1979

Leonard Traurig

1985-1987

Philip Cree

1971-1973

W. Dana Roehrig

1979-1981

John F. Keegan

1987-1989

Edwin J. Calabrese



1989-1991

Roger T. Gobler

1991-1993

H. Lee Gregory

1993-1995

Bill Winters

1995-1997

Bill Rambo

1997-1999

Michael J. Riordan

1999-2001

Larry B. Stowe

2001-2003

Daniel C. O'Leary, III

2003-2005

Tom Enright

2005-2007

Ed Wojchick

2007-2009

Steven Finver

2009-2011

Bruce E. Bowers

2011-2013

Roy V. Fabry

2013-2015

Irvin "Skip" Wolf, III

2015-2017

Lorna Wirtz





FLORIDA SURPLUS LINES ASSOCIATION

Convention Schedule

Wednesday • August 1

11:00 A.M. - 7:30 P.M.

Registration

5th Floor Foyer

11:00 A.M. - 2:00 P.M.

Grab N' Go Lunch

5th Floor Foyer

3:00 P.M. - 3:15 P.M.

Welcome

King Charles Ballroom

3:15 P.M. - 4:15 P.M.

Business Session

Gary D. Pullen, Executive Director
FSLSO

King Charles Ballroom

Legislative Update

Ashley Kalifeh, Esq. and
Ron LaFace, Jr., Esq.
Capital City Consulting
King Charles Ballroom

4:15 P.M. - 4:30 P.M.

Break

5th Floor Foyer

4:30 P.M. - 5:30 P.M.

Keynote Presentation

William Large, President
Florida Justice Reform Institute
King Charles Ballroom

5:30 P.M. - 6:00 P.M.

First Timer's Reception

North Terrace

6:00 P.M. - 7:30 P.M.

Opening Reception

North Terrace

7:30 P.M. - 9:30 P.M.

Dinner on Your Own

9:30 P.M. - 12:00 A.M.

Hospitality Reception

Rowe Bar

Dress

Receptions and Hospitality

Business Casual, no shorts please

Banquet Dinner

Business Casual, no shorts please

All Other Events

Casual, shorts acceptable

Name badges are required for all meetings, receptions and events with the exception of golf and fishing.



Dueling Pianos!

You will not want to miss this event! "The Fun Pianos!" is a musical PARTY with TONS of singing along (mostly classic & current rock and country), with fun and funny surprises throughout the show.

Bring your FUN attitude to "The Fun Pianos!" show, and be ready to laugh and sing! This will be a night to remember!

Thursday • August 2

7:30 A.M. - 8:30 A.M.

Continental Breakfast

5th Floor Foyer

8:30 A.M. - 9:00 A.M.

**Welcome, Introductions &
President's Speech**

King Charles Ballroom

9:00 A.M. - 10:15 A.M.

Business Session

David Altmaier, Commissioner
Office of Insurance Regulation
King Charles Ballroom

10:15 A.M. - 10:45 A.M.

Break

5th Floor Foyer

10:45 A.M. - 11:45 A.M.

Keynote Presentation

Tom Clark, President
Nationwide E&S/Specialty
King Charles Ballroom

11:45 A.M. - 12:00 P.M.

Announcements

12:15 P.M. - 5:30 P.M.*

Let's Go Fishing Tournament

St. Petersburg Bay

12:15 P.M. - 5:30 P.M.*

**Luncheon, Chihuly Tour and Glass
Blowing Workshop**

Luncheon to take place at hotel prior to leaving
for tour at Chihuly Collection and Glass Blowing
Workshop at 12:45 P.M.

Del Prado

12:30 P.M. - 5:30 P.M.*

FSLA Tom Enright Golf Classic

Isla Del Sol Yacht and Country Club

7:00 P.M. - 8:00 P.M.

Reception

Grand Ballroom Foyer and Veranda

8:00 P.M. - 10:00 P.M.

Banquet Dinner and Raffle

Grand Ballroom

10:00 P.M. - 12:00 A.M.

Hospitality Reception

Dueling Pianos Experience!
North Terrace

**Golf and fishing times are subject to
change*

**Offsite Events*

All transportation will depart from
the Garden Level of the hotel,
outside of the South entrance.

Fishing Tournament - 12:15 P.M.

Golf Tournament - 12:30 P.M.

**Chihuly Tour - 12:45 P.M. (Luncheon
begins at 12:15 p.m.)**



Friday • August 3

No FSLA sponsored activities planned. Enjoy St. Petersburg Beach and the Don CeSar hotel.

A voucher (value up to \$15) has been provided with your name badge. This voucher is valid on Friday, August 3 at Sea Porch or Uncle Andy's for breakfast service.

The Don CeSar

Thomas Rowe opened The Don CeSar on the Gulf, in St. Pete Beach, Florida in the heyday of the Gatsby Era in 1928. The "Pink Palace" became the pampered playground for high society - including the likes of F. Scott Fitzgerald and Clarence Darrow, and has been welcoming travelers for nearly a century.

In 1942, the U.S. Army purchased the hotel to be used as a sub-base hospital, then a convalescent center for airmen returning from their WWII tour. A few years later, the hotel converted to the VA Regional Office and recreation center.

In 1971, a small group of citizens formed a "Save the Don" committee and explored every possibility in establishing a reputable group of investors to refurbish The Don CeSar and in 1972, William Bowman became the new owner and began the \$3.5 million-restoration project. A year later, The Don CeSar opened as a full service resort.

Throughout the years, The Don CeSar has been the backdrop to movies, TV dramas and music videos. It is on the National Register for Historic Places and is a founding member of National Trust of Historic Hotels of America. To date, The Don CeSar has been renovated from top to bottom including guest rooms, restaurants, lounges, the lobby, and event and recreation facilities.

With a sugar-fine beach, radiant sunsets, a world-class spa, and a vibrant food scene, you really can have it all. More than a landmark, The Don is epic style. Timeless. Majestic. Cool.



2018 SPEAKERS

Each year, the Florida Surplus Lines Association convention provides quality programs and distinctive speakers, each with a unique perspective on the Florida surplus lines market. We appreciate the time and effort of this distinguished group.



William Large

President
Florida Justice Reform Institute
Wednesday, Keynote Presentation

William W. Large is the founding president of the Florida Justice Reform Institute. Prior to serving as president, Mr. Large served as Governor Bush's Deputy Chief of Staff responsible for a portfolio of health and human service agencies.

Before that, Mr. Large served as General Counsel for the Florida Department of Health and during that time served as Director of

the Governor's Task Force on Professional Liability Insurance. Prior to working for the state, Mr. Large was a partner practicing in professional malpractice litigation defense.

Mr. Large is admitted to practice before all Florida courts and U.S. District Courts in Florida, as well as the U.S. Supreme Court. He is "AV" rated by Martindale-Hubbell and a member of the Federalist Society, the Florida Defense Lawyers Association and the Defense Research Institute. On April 15, 2011, Mr. Large was appointed by U.S. Senators Marco Rubio and Bill Nelson to serve on the Federal Judicial Nominating Commission for the Northern District of Florida, and has been reappointed since.

Mr. Large holds B.S. and J.D. degrees from the University of Florida, and an M.B.A., an M.S. in Political Science, and an M.S. in Risk Management and Insurance from Florida State University.

Tom Clark

President

Nationwide E&S/Specialty

Thursday, Keynote Presentation



Tom Clark brings more than 33 years of technical and leadership experience in the insurance industry to Nationwide. Tom first joined the E&S/Specialty team in September of 2014 as a Senior Vice President, and assumed the role of President in December

2015. Leading a \$3.6 billion-dollar organization and more than 1,800 associates, Tom is focused on delivering profitable growth through strengthening distribution partnerships, creating a great environment for associates, and effectively managing resources.

Prior to joining E&S/Specialty, Tom served as Senior Vice President of Field Operations for Allied Insurance. He was also Senior Vice President of Field Operations for Harleysville, and Vice President of Harleysville's New Jersey branch office. His other roles include Regional Vice President for Allied's South Eastern Regional Office.

Additional highlights of Tom's career include being the Commercial Lines Executive for the Mid-Atlantic region of Fireman's Fund, Special Risk Manager for the Treiber Group (now part of RPS), Western Area Marketing Manager for Clarendon National Insurance Company, and Business Development Manager and Underwriting Services Manager for Cigna Corp.

Tom holds a bachelor's degree in Information Systems Management from the University of San Francisco, as well as a bachelor's degree in Business Administration from Wheeling Jesuit University. Deeply committed to corporate citizenship, Tom is on the board of St. Mary's Foodbank Alliance in Phoenix, and is also the leader for Nationwide's National Pride ARG out of Columbus. He resides with his family in Scottsdale, Arizona.

2018 SPEAKERS



Gary D. Pullen, ASLI

**Executive Director
Florida Surplus Lines Service Office**

Wednesday, Business Session

Gary Pullen is the Executive Director of the Florida Surplus Lines Service Office. Gary is a graduate of Florida State University and has more than 30 years of insurance industry experience as an agent, claims investigator, regulator and trade association executive. Gary has served as Executive Director since the Service Office's inception in 1998.

Gary is a Tallahassee native and began his insurance career in 1979. Throughout his 35 years of insurance experience, he has worked in both the public and private sector with experience in regulatory and legislative fields, as well as association management. Over the course of his career, he has held various positions within Florida's insurance industry, including an agent with Metropolitan Insurance and a claims specialist with Equifax Services. Within a regulatory capacity with the Florida Department of Insurance (now known as the Department of Financial Services), Gary served as the Director of Insurance Rating, Director of Consumer Services and Director of Insurer Services. He has also worked as President of the Florida Association of Domestic Insurers and the Executive Vice-President of the Florida Insurance Council. Among his many achievements, Gary is proud to hold his ASLI designation.

Capital City Consulting *Wednesday, Legislative Update*

In September 2016, the FSLA Board of Directors retained the services of Capital City Consulting for lobbying services on behalf of FSLA.

Capital City Consulting is a full-service governmental relations firms located in Tallahassee, Florida. Their team of consultants specializes in delivering unparalleled results before the Florida Legislature and the executive branch. Capital City Consulting is consistently ranked in the top three lobbying firms in the state, and were the recipients of the first *Lobbying Firm of the Year* award by *Influence Magazine*. Individual members of the firm have been recognized subsequently as tops in their respective fields, including insurance, health care, and education.

Capital City Consulting has a deep bench of insurance expertise, complementing the strategic advocacy goals of the FSLA. Capital City Consulting will advance FSLA's agenda by acquiring information and providing input to the leadership in the Executive Office of the Governor, the Cabinet, the Senate, the House, and the Office of Insurance Regulation.

Ashley Kalifeh, Esq.



Ron LaFace, Jr., Esq.

2018 SPEAKERS



David Altmaier

**Commissioner
Office of Insurance Regulation**

Thursday, Business Session

David Altmaier was appointed as Florida's Insurance Commissioner on April 29, 2016 by the Financial Services Commission. He leads a 292-member team at the Office of Insurance Regulation (Office), overseeing a complex insurance marketplace in a state with one of the highest catastrophe exposures for hurricanes.

Commissioner Altmaier began his public service career with the Office in 2008, serving in various roles within the property and casualty business unit. These included Chief Analyst, Director of Property & Casualty Financial Oversight and Deputy Commissioner of Property and Casualty Insurance, which had the responsibility for the daily activities of the Property & Casualty Product Review and Financial Oversight business units.

He also serves as chair of the Workers' Compensation 3-Member Panel and the Florida Health Insurance Advisory Board (FHIAB), both of which engage with a variety of stakeholders to develop legislative recommendations on these issues.

Commissioner Altmaier is active in his participation with the National Association of Insurance Commissioners (NAIC), where he is a member of several committees, task forces, and working groups. He currently serves as chair of the Capital Adequacy Task Force, four working groups (Catastrophe Insurance, Creditor-Placed Insurance Model Act Review, ComFrame Development & Analysis, and Group Capital Calculation), and was recently appointed as vice-chair of the Property & Casualty Insurance "C" Committee. He has also earned the NAIC's Professional Insurance Regulation designation.

Prior to joining the Office, Commissioner Altmaier worked as a Florida licensed 2-20 and 2-14 insurance agent and high school math teacher. He is a 2004 alumnus of Western Kentucky University, where he received a Bachelor of Science degree in Mathematics.



EVENT

Sponsors

We would like to recognize the generosity of our great membership and especially thank all of our sponsors and contributors for their support of the Florida Surplus Lines Association and our Annual Convention. We could not enjoy this time together as colleagues without your continued support.

Thank you.

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WELCOME GIFTS

GeoVera Specialty Insurance Company
Nationwide E&S/Specialty

ROOM KEY CARDS

Johnson & Johnson

BOTTLED WATER

Munich Reinsurance America, Inc.

LANYARDS

McLarens

REGISTRATION GRAB N' GO LUNCH

ASL of FL
Engle Martin & Associates
Markel Southeast
TAPCO Underwriters, Inc.
XS Brokers

OPENING NIGHT RECEPTION

Engle Martin & Associates
Florida Specialty Managing General
Agency
James River Insurance Company
Lloyd's

MUSIC

Penn-America Group
Prime Insurance Company
RT Specialty
SCU
Shelly, Middlebrooks & O'Leary, Inc.
Western World Insurance Group

WEDNESDAY HOSPITALITY SUITE

Markel Southeast

CONTINENTAL BREAKFAST

All Risks
GridIron Insurance Underwriters
Hudson Specialty Insurance Group

Ironshore Private Client Group
Nautilus Insurance Group
Sutton Inspection Bureau of Florida

THURSDAY MID-MEETING BEVERAGES

SLB Insurance Group
Sompo Canopus

GOLF TOURNAMENT, PRIZES, AND HOLE-IN-ONE

RSUI Group, Inc.

GOLF TOURNAMENT BEVERAGES

St. James Insurance Group

GOLF HOLE SPONSORS

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TAPCO Underwriters, Inc.
Tower Hill Insurance Group, LLC
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SCU
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THURSDAY LUNCHEON & TOUR

Atlantic Casualty Insurance Company
National Risk Solutions, A Division of
Hull & Co.

THURSDAY EVENING RECEPTION

Abercrombie, Simmons & Gillette, Inc.
AmRisc, LLC
Beazley Group
e2Value
Hull & Company
MacNeill Group, Inc.
Maxum/A Company of the Hartford
Western World Insurance Group
York Risk Services Group

BOTTLE OF RED/BOTTLE OF WHITE

Florida Surplus Lines Service Office

THURSDAY HOSPITALITY RECEPTION

Burns & Wilcox

PHOTOGRAPHY

SCU

RAFFLE SPONSORS

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Johns Eastern Company, Inc.
Johnson & Johnson
Kahn-Carlin & Co., Inc.

MUSIC

National Fire & Marine Insurance
Company
Nautilus Insurance Group

Risk Placement Services, Inc.

RLI

SeaCoast Underwriters, Inc.

Socius Insurance

Sutton Inspection Bureau of Florida

BUSINESS SESSION DOOR PRIZES

National Risk Solutions, A Division of
Hull & Co.

Shelly, Middlebrooks & O'Leary, Inc.

CONTRIBUTORS:

CONVENTION REGISTRATION BROCHURE, ONSITE PROGRAM & NAME BADGES

Florida Surplus Lines Service Office

PHOTO BOOTH

Shelly, Middlebrooks & O'Leary, Inc.

GOLF BALL DONATION

National Fire & Marine Insurance
Company

PUBLICATIONS

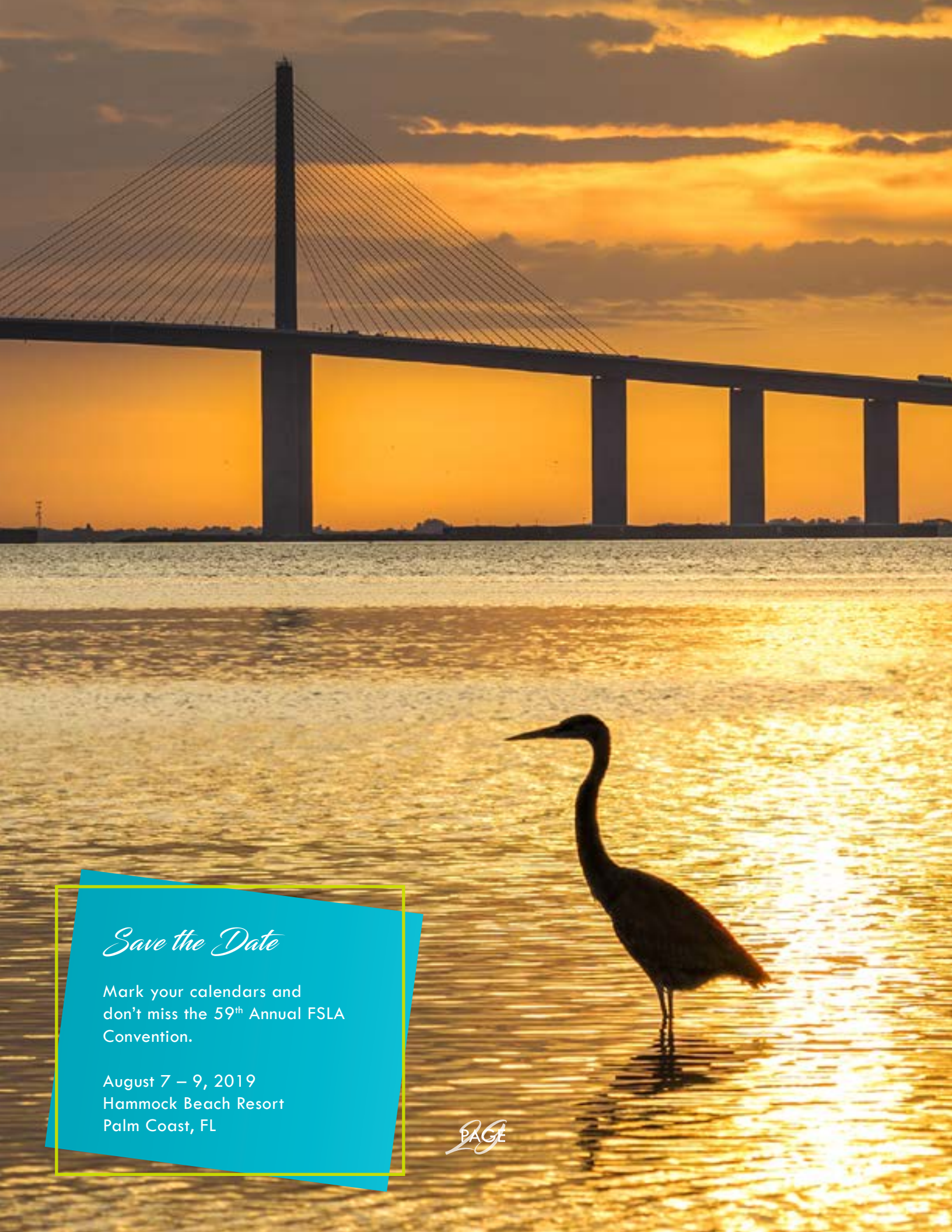
Insurance Journal

GRAND PRIZE GIVEAWAY

Two night stay at Hammock Beach Resort
in Palm Coast, site of the 59th Annual FSLA
Convention, August 7-9, 2019. *Drawing
held Thursday during the Hospitality
Reception. Must be present to win.*

Sponsors ~

Thank you for your generous donations for
the 2018 *Welcome Bags*.



Save the Date

Mark your calendars and
don't miss the 59th Annual FSLA
Convention.

August 7 – 9, 2019
Hammock Beach Resort
Palm Coast, FL

PAGE



FLORIDA SURPLUS LINES ASSOCIATION

Attendees

Participants in the FSLA Annual Convention include brokers, agencies, excess and surplus lines insurance companies, insurance producer groups, re-insurers, regulatory bodies, and other interested parties. We appreciate your support and attendance this year.

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Abercrombie, Simmons & Gillette, Inc.

Barbara Metz

Doug Metz, MBA, ARM, CPCU, CRM, CIC

Mike Obearle

Mike Swinney

Jay Welch

Advanced E&S of Florida, Inc.

Harvey Sheldon, CPCU

Laura Traeger

All Risks, Ltd.

Nick Cortezi

Don Deising

Steve Kass

Paul Sipos

AmRisc, LLC

Katrina Martin

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AmWINS Brokerage of FL, Inc. – Jacksonville

Matt Janicki, CIC

Appalachian Underwriters, Inc.

Mark Arnold

Sherri Chapman

Brian Stephenson

Atlantic Specialty Lines of Florida, Inc.

Jason Bryant

Noelle Bryant

Seth Johnson

AXIS Insurance

Clint Downey, CPCU, ASLI

Melissa Holland

Beazley Group

Vlad Borovskyi

Katie Lamothe

Sarah Peters, ACII

Braishfield

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Brown & Riding

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Burns & Wilcox, Ltd. – Tampa

Steve Page

Amanda Ruppel

Capital City Consulting, LLC

Ashley Kalifeh, Esq.

Ron LaFace, Jr., Esq.

CapSpecialty

Beth Fischer

Seth Fischer, CPCU, ASLI, AIS

Chris Schramm, CPCU, Are, AMIM, ASLI, AU-M

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Florida Justice Reform Institute

William Large

Florida Specialty Managing General Agency

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Florida Surplus Lines Service Office

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Barry Lanier
Tiffany Maruniak
Sheila Pearson
Debbie Pullen
Gary Pullen, ASLI
Bryan Young

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Galloway Law Firm

Michael Grimley, Jr.

General Star Insurance Company

Kathy Aurand, CIC, ARM

GeoVera Specialty Insurance Company

Scott Garfield

GIS Advisors LLC

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Ronald Gabor

GridIron Insurance Underwriters

Dave DeMott, CPCU, AMIM, AU, ASLI
Marc France, AU, AINS

Hudson Specialty Insurance Company

Carla Fisher, ASLI
Danielle Westen

Hull & Company, LLC – Ft. Lauderdale

David O'Keefe

Hull & Company, LLC – Jacksonville

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Francis Johnson
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Cara Knight
Amy Moulton
Tonya Rivera

Kahn-Carlin & Company, Inc. Roy Fabry, CPCU

Lloyd's America Rodney Smith, CIC, CRM

MacNeill Group, Inc. Brad Budd Allison Tromer Kevin Tromer

Markel Corporation Nick Abraham, CPCU, ASLI, RPLU Dianne Etzler, CPCU, CIC, ARM, AIM Tyler Turk, CRIS, ERIS, CS

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Thank You

The FSLA Board of Directors and staff would like to extend a very special thank you to each of the members of the Convention Committee for their hard work and dedication to creating a spectacular 58th Annual Convention.

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Virginia Clancy, ASLI, CIIP
Erin O'Leary, AAI

Registration

Virginia Clancy, ASLI, CIIP
Al Geraci, ASLI, ARM
Sean Jagroop
Andrea Kudlak, AAI, CIIP
Doug Metz, MBA, ARM, CPCU, CRM, CIC

Golf Tournament

Roger Maharaj, AAI, ASLI

Fishing Tournament

Michael Franzese, CPCU, CIC, CRM, ASLI, CPA
Conor O'Leary, AAI

Program Book

Kimberly Mask, FLSO
Tracy Pafford, FLSO

Raffle

Virginia Clancy, ASLI, CIIP
Al Geraci, ASLI, ARM
Andrea Kudlak, AAI, CIIP
Doug Metz, MBA, ARM, CPCU, CRM, CIC

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