

57<sup>th</sup> ANNUAL  
CONVENTION



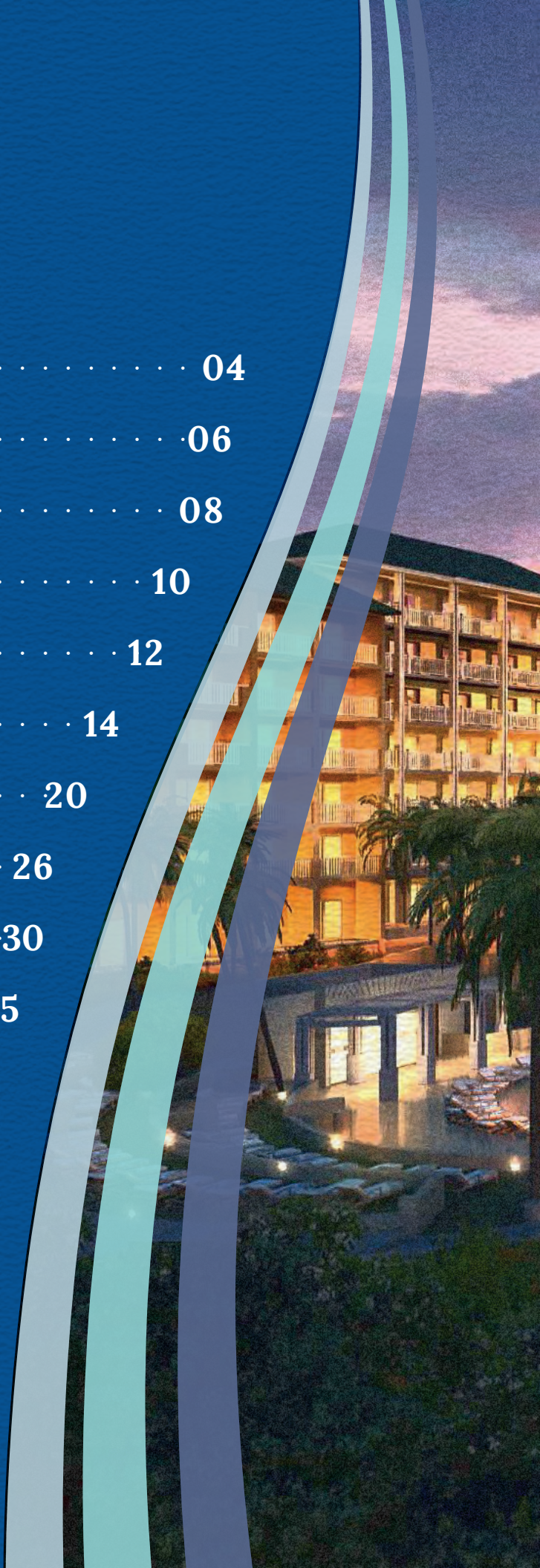
# FLORIDA SURPLUS LINES ASSOCIATION

August 9 – 11, 2017



# TABLE OF CONTENTS

From the President . . . . .	04
Welcome to the 57 <sup>th</sup> Annual Convention. . . . .	06
The FSLA and SURPAC . . . . .	08
The FSLA Board of Directors . . . . .	10
Past Presidents of the FSLA . . . . .	12
Convention Schedule. . . . .	14
Speakers . . . . .	20
Event Sponsors . . . . .	26
Attendees . . . . .	30
Thank You . . . . .	35









# FROM THE PRESIDENT

On behalf of your 2016–2017 FSLA Board of Directors,  
welcome to the 57<sup>th</sup> Annual FSLA Convention at The Omni®  
Amelia Island Plantation Resort.

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The Omni® Amelia Island Plantation Resort is nestled on 1,350 acres at the tip of a barrier island with the largest poolscape in northern Florida. With unparalleled views of the Atlantic Ocean, 3.5 miles of pristine beach, they also offer many family-friendly activities. You'll find nine on-site dining venues from gourmet to casual and a Luxurious full-service spa and salon. We hope you will enjoy your time here in Amelia Island.

This year, the FSLA is excited and privileged to welcome Patrick G. Ryan, Chairman & CEO of Ryan Specialty Group, LLC as our Keynote Presenter. We would also like to welcome The Honorable Jimmy Patronis, Chief Financial Officer, Florida Department of Financial Services. In addition, we welcome Barry Lanier, Compliance Manager and

Gary Pullen, Executive Director with the Florida Surplus Lines Service Office and Karen B. Moore, founder and CEO of Moore Communications Group.

Along with our slate of speakers, we are offering three events on Thursday afternoon. Our events include the Tom Enright Golf Classic at the Ocean Links Golf Course “a water lover’s dream layout”, the Let’s Go Fishing tournament, embarking from the Sisters Creek boat ramp and the White Oak Plantation tour and luncheon, where you will enjoy a guided trolley tour through White Oak Conservation Center, a one of a kind treasure.

Over the past year, 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 firm 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 3 lobbying firms in the state, and were recently recognized as the 2015 Lobbying Firm of the Year by Influence Magazine.

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.

The FSLA Annual Convention continues to grow each year through your participation, support and volunteer efforts. I would like to take this opportunity to thank all of our members, sponsors, friends and board volunteers, whom without we would not be the successful and nationally recognized association that we have become through the years.

Thank you for your support and we hope you enjoy the 2017 FSLA Convention. It has been an honor and privilege to serve.

Lorna Wirtz  
FSLA President



Handwritten signature of Lorna Wirtz in black ink.



# WELCOME TO THE 57<sup>TH</sup> ANNUAL FSLA CONVENTION

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On behalf of the FSLA Board of Directors and Executive Staff at Partners in Association Management (PIAM), we welcome you to Amelia Island, Fla. and the 2017 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 new in 2017 provided a Legislative Session preview webinar in coordination with FSLA's new lobbying team at Capital City Consulting. 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 85 companies nationwide, and the only one headquartered 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*

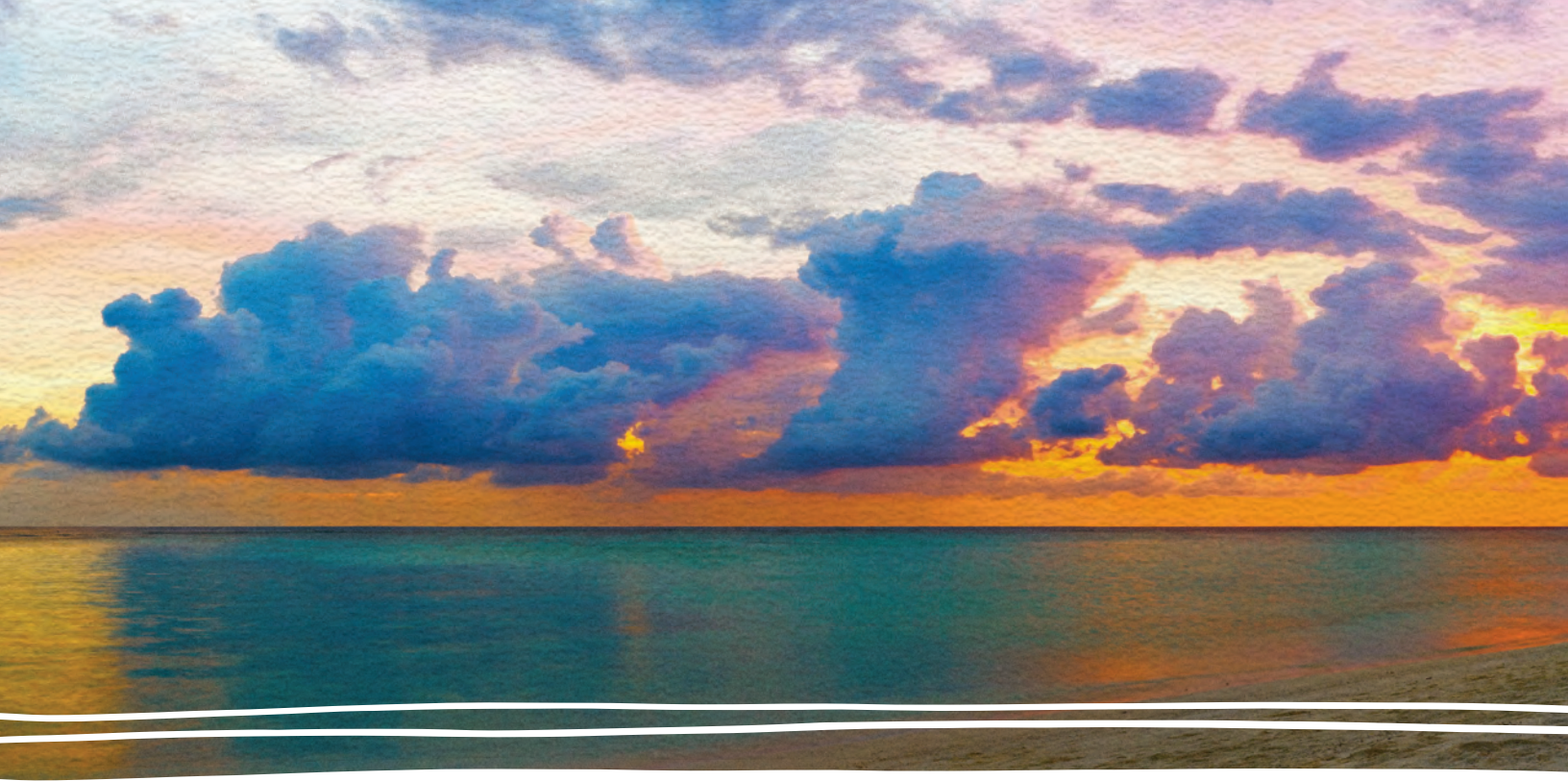


Jillian Heddaeus, CMP, IOM, holds ten years' experience in event planning and association management. She has worked in the capacity as a senior meeting planner for both state and national associations as well as executive director for a statewide trade association. Ms. Heddaeus is a graduate of the 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 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 The 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

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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 FSLA PAC 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.

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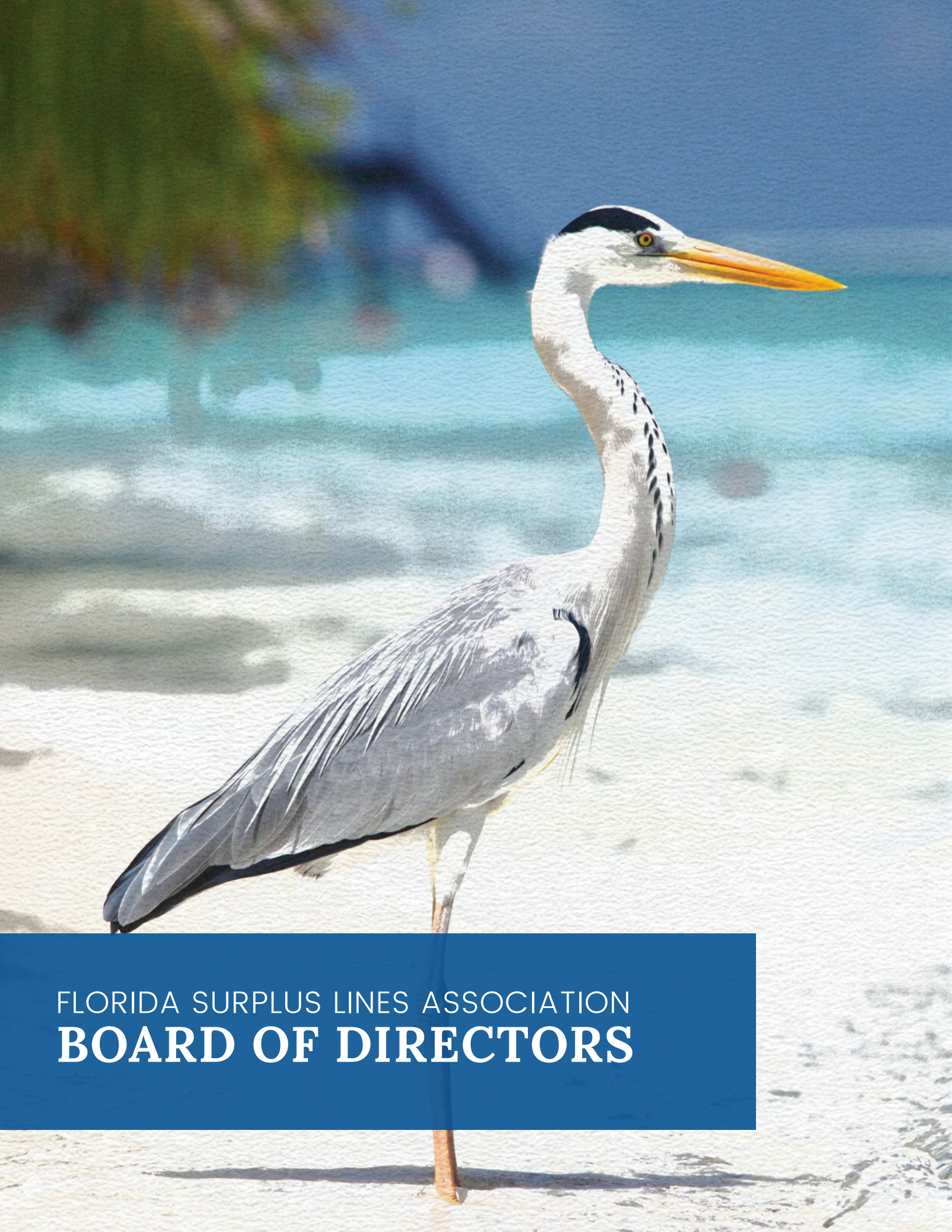
#### **FSLA Legislative Committee:**

Ron Gabor – Chair  
Jason Bryant  
Dave DeMott, CPCU, AMIM  
Erin O'Leary, AAI  
Lorna Wirtz, FSLA President

#### **FSLA SURPAC Committee:**

R.C. Chaffin, CIW – Chair





FLORIDA SURPLUS LINES ASSOCIATION  
**BOARD OF DIRECTORS**



**President**

Lorna S. Wirtz

Johnson & Johnson, Inc., CMGA - St. Petersburg

**President-Elect**

Erin O'Leary, AAI

Shelly, Middlebrooks & O'Leary, Inc.

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Michael Gabor

RPS - Gabor Insurance Services

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Dave DeMott, CPCU, AMIM

GridIron Insurance Underwriters

**Director**

Don Deising

All Risks, Ltd

**Director**

Harvey Sheldon, CPCU

Advanced E&S of Florida, Inc.

**Past President**

Ronald Gabor

**FSLA Lobbyist/Consultants**

Ashley Kalifeh, Esq. and Gerald Wester

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" De Young

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

1999-2001  
Larry B. Stowe

2009-2011  
Bruce E. Bowers

1991-1993  
H. Lee Gregory

2001-2003  
Daniel C. O'Leary, III

2011-2013  
Roy V. Fabry

1993-1995  
Bill Winters

2003-2005  
Tom Enright

2013-2015  
Irvin "Skip" Wolf, III

1995-1997  
Bill Rambo

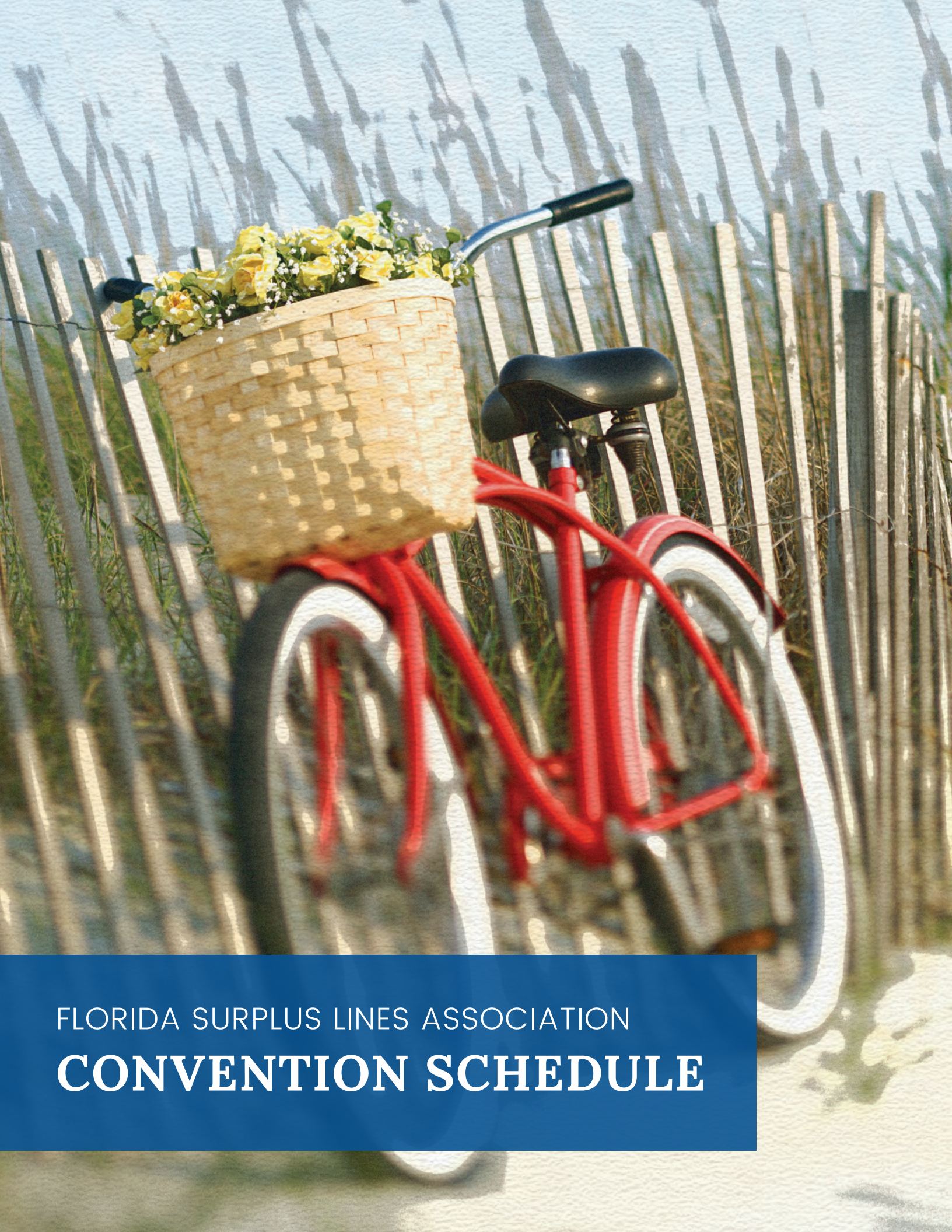
2005-2007  
Ed Wojchick

1997-1999  
Michael J. Riordan

2007-2009  
Steven Finver







FLORIDA SURPLUS LINES ASSOCIATION  
**CONVENTION SCHEDULE**



# WEDNESDAY, AUGUST 9

## 9:00 A.M. – 12:00 P.M.

FSLA Board of Directors Meeting  
*Oceanview Room*

## 11:00 A.M. – 5:00 P.M.

Registration  
*Amelia Foyer*

## 2:00 P.M. – 4:00 P.M.

Continuing Education  
*Ossabaw*

### **Adhere & Avoid – Maintaining Compliance in Today's Regulatory Environment**

**Barry Lanier, CLU, FLMI**  
*FLSO*

In today's business climate, most agents are focused on marketing products and influencing sales. This course will help remind agents of key regulatory responsibilities to keep in mind as well as the possible consequences of non-compliance. Please join us for this two hour session in which you will learn about common compliance issues of interest to Regulators and what to do should you become the subject of an investigation.

Course Offering: 1065237  
Course ID: 99593  
Provider: 363306  
Florida Surplus Lines Service Office

## 5:30 P.M. – 6:00 PM

First Timers Reception  
*Amelia Foyer*

## 6:00 P.M. – 7:30 P.M.

Opening Reception  
*Amelia Foyer*

## 7:30 P.M. – 9:30 P.M.

Dinner on Your Own

## 9:30 P.M. – 12:00 A.M.

Hospitality Reception  
*Sea Glass Bar*

### **DRESS**

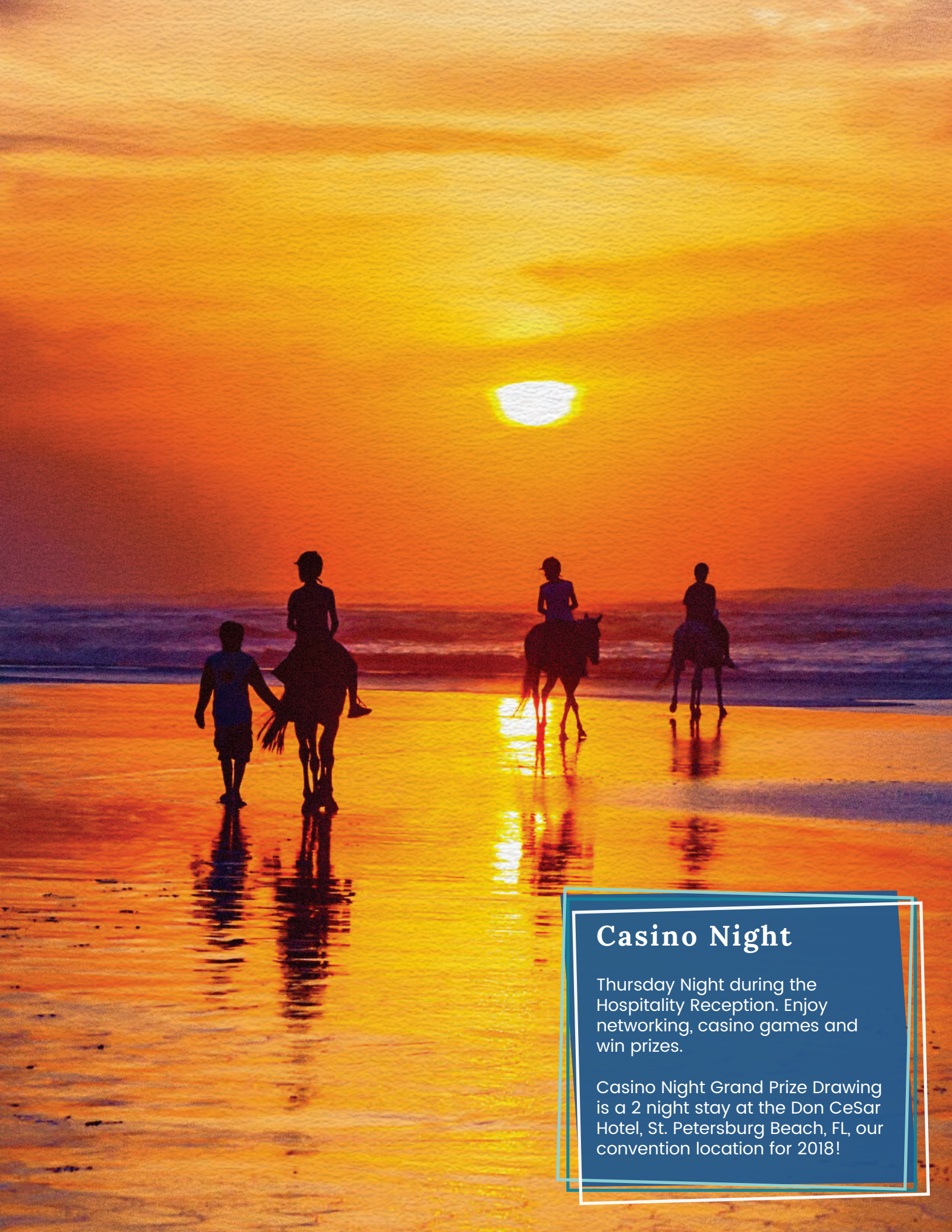
Receptions and Hospitality  
Business Casual, no shorts please

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.





## Casino Night

Thursday Night during the Hospitality Reception. Enjoy networking, casino games and win prizes.

Casino Night Grand Prize Drawing is a 2 night stay at the Don CeSar Hotel, St. Petersburg Beach, FL, our convention location for 2018!



# THURSDAY, AUGUST 10

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

Continental Breakfast  
*Amelia 3 & 4*

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

Welcome, Board of Directors  
Installation & President's Speech  
*Amelia 1 & 2*

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

Keynote Speaker Presentation  
*Amelia 1 & 2*

**Patrick G. Ryan, Chairman & CEO**  
*Ryan Specialty Group, LLC*

**10:00 A.M. - 10:30 A.M.**

Beverage Break  
*Amelia Foyer*

**10:30 A.M. - 11:45 A.M.**

Featured Speakers  
*Amelia 1 & 2*

**The Honorable Jimmy Patronis**  
*Chief Financial Officer, Florida  
Department of Financial Services*

**Gary D. Pullen, ASLI**  
*Executive Director, FSLSO*

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

Announcements

## OFFSITE EVENTS

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

White Oak Plantation Tour & Luncheon  
*Transportation Provided to Yulee, FL*

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

Let's Go Fishing Tournament  
*Sisters Creek Boat Ramp*

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

FSLA Tom Enright Golf Classic  
*The OMNI® Amelia Island Plantation  
Resort, Ocean Links Course*

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

Reception  
*Amelia Foyer*

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

Banquet Dinner & Raffle  
*Amelia 1 & 2*

**10:00 P.M. - 12:30 A.M.**

Casino Night & Hospitality Reception  
*Amelia 3 & 4*

## Offsite Events

All transportation will depart  
from the Convention Center Main  
Entrance.

Fishing Tournament - 12:15 P.M.

Golf Tournament - 12:30 P.M.

White Oak Plantation Tour &  
Luncheon - 12:15 P.M.







# FRIDAY, AUGUST 11

**7:30 A.M. - 9:00 A.M.**

Continental Breakfast  
*Amelia 3 & 4*

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

Legislative Update  
*Amelia 1 & 2*

## **Capital City Consulting**

**10:15 A.M. - 10:30 A.M.**

Beverage Break  
*Amelia Foyer*

**10:30 A.M. - 11:30 A.M.**

Business Session  
*Amelia 1 & 2*

## **Crisis Communication 101: Moving from Crisis to Opportunity**

**Karen B. Moore, CEO**  
*Moore Communications Group*

- Protecting your Brand Equity
- Preparing your social media crisis communication plan
- Best Methods to strategically move forward after your crisis

**11:30 A.M. - 12:00 P.M.**

Final Announcements & Grand Prize Drawing (Must be present to win)  
*Amelia 1 & 2*



# 2017 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.



## **Patrick G. Ryan**

*Thursday, Keynote Speaker*

A widely respected entrepreneur and global insurance leader, Patrick G. Ryan formed Ryan Specialty Group, LLC (RSG) in 2010. RSG is an international holding company, which includes wholesale brokerage, highly specialized underwriting companies and specialty services designed for brokers, agents and insurers. The company has offices across North America and the United Kingdom. Prior to launching RSG, Mr. Ryan founded Aon Corporation and served as its Chairman and CEO for 41 years.

At Mr. Ryan's retirement, Aon had more than 500 offices in 120 countries, generating revenues then in excess of \$7 billion.

Mr. Ryan has received a number of accolades throughout his career. In 1987, Mr. Ryan received the esteemed Horatio Alger Award, which honors those who are dedicated to the principles of integrity, hard work, perseverance and compassion for others. In 2008, Mr. Ryan was inducted into the American Academy of Arts and Sciences, one of the nation's oldest and most prestigious honorary societies and independent research centers, founded in 1780. Also in 2008, he was elected to the International Insurance Society Hall of Fame and received the Ernst and Young Entrepreneur of the Year Lifetime Achievement Award. He was named by Brigham Young University International Executive of the Year for Corporate Integrity. Other career tributes include Insurance Leader of the Year from St. John's University, and the Insurance Federation of New York's Free Enterprise Award.

Mr. Ryan has been a member of the Northwestern University's Board of Trustees for 37 years, 14 years of which he served as Chairman. In 2009, Northwestern awarded Mr. Ryan a Doctor of Humane Letters degree. Also that year, Mr. Ryan was inducted into the Northwestern Athletic Hall of Fame. Four years later in 2013, Mr. Ryan received the Northwestern Alumni Association Medal of Honor. This award is the highest award granted by the Northwestern Alumni Association to an alumnus/a who combines superior professional distinction and/or exemplary volunteer service to society, with an outstanding record of service to Northwestern.

Mr. Ryan has received numerous Insurance and Community awards and also served as Chairman of the Chicago 2016 Olympic Bid Committee.





## **Barry Lanier, CLU, FLMI**

*Wednesday, CE*

Barry Lanier grew up in Jacksonville, Florida and is a graduate of Florida State University's School of Business Risk Management Insurance Program. While attending Florida State University, he held various leadership positions on campus and was inducted into the Garnett and Gold Key Honorary Society and Who's Who in American Colleges and Universities. After graduation he worked as an insurance agent for almost 5 years before accepting a position as an Analyst/Investigator in the Transactions and Practices Unit with the Florida Department of Insurance, now known as the Department of Financial Services.

Before retiring, he spent a rewarding 28 years with the Department, the last 10 as the Chief of the Bureau of Investigation, overseeing the regulation of any individual, agency or firm holding a license from the Department. During his tenure with the Department, Barry was instrumental in having laws enacted to protect our Senior Citizens from financial exploitation when purchasing annuities and also laws enabling the department to immediately suspend an individual's licenses when charged with certain fiduciary related felonies. In March of 2016 Barry joined Florida Surplus Lines Service Office as the Compliance Manager and has embraced new challenges as he continues to learn about office operations and the unique compliance issues involving the surplus lines market.



# 2017 SPEAKERS



## **The Honorable Jimmy Patronis**

Chief Financial Officer, The Florida  
Department of Financial Services

*Thursday*

Jimmy Patronis is a native Floridian born and raised in Panama City. He earned his associate degree in restaurant management from Gulf Coast Community College and a bachelor's degree in political science from Florida State University. He is a partner in a family-owned seafood restaurant called Captain Anderson's that will celebrate its 50th anniversary in 2017. His public service career began with experience as an intern in the Florida Senate and the United Kingdom's House of Commons. Following his college graduation, Governor Lawton Chiles appointed him to the Florida Elections Commission, and he was later reappointed by Governor Jeb Bush.

He served in the Florida House of Representatives from 2006 to 2014, representing his hometown region in the Florida Panhandle. He was appointed to serve on Florida's Public Service Commission, as well as the Constitution Revision Commission, which meets once every twenty years to propose changes to the state constitution.

He is recognized for outstanding leadership in his hometown of Panama City and throughout Florida. Committed to active civic engagement and business development, he has chaired the Greater Panama City Beach Chamber of Commerce's Economic Development Council, served on the board of the Bay County Economic Development Alliance, the Salvation Army Advisory Board, the Bay County Chapter of the Florida Restaurant and Lodging Association, and as national president for the Florida Vocational Industrial Clubs of America. He is a former trustee of the Gulf Coast Medical Center, and former director of the Bay Medical Center's Foundation and Gulf Coast Community College Foundation Board.

He was instrumental in the establishment of the Northwest Florida Beaches International Airport in Panama City and has served as chairman and a board member of Bay County-Panama City International Airport and Industrial District.

He and wife Katie are proud parents to two sons, Jimmy Theo III and John Michael.





## **Gary D. Pullen, ASLI**

*Thursday*

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. Through 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. Throughout 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.





# 2017 SPEAKERS



## **Capital City Consulting, LLC** *Friday*

Last September, 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 3 lobbying firms in the state, and were recently recognized as the 2015 Lobbying Firm of the Year by Influence Magazine.

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.





## Karen B. Moore

*Friday*



Karen Moore is an author, consultant, speaker, and founder and CEO of Moore Communications Group (MCG). In the two decades since she began the firm, Karen has amassed an astonishing amount of success on behalf of state and national clients. An advocacy expert, Karen has successfully built a vast array of state and national coalitions, impacting important legislative issues. She has shaped conversations surrounding critical patient access policies using a smart mix of grassroots, grassroots and strategic alliance development efforts. With a passion for economic development, health care and education initiatives, she brings various viewpoints together to help form common objectives and unified solutions.

As an entrepreneur and industry thought leader, she is highly sought after for her integrated communications and crisis communication counsel. Karen has conducted media and advocacy training sessions for Fortune 500 companies, elected officials and national associations. A distinguished public speaker, she has addressed more than 250 organizations on topics such as advocacy, media relations, strategic planning, crisis communications, marketing and networking. Karen sits on the board of directors of many organizations, and recognition for her work has brought her numerous honors, including the Distinguished Leader Award of the National Association of Community Leaders.

She is one of fewer than 100 individuals in the nation who holds both an Accredited Public Relations (APR) and Certified Public Relations Counselor (CPRC) designation.

In addition to her personal achievements, MCG has been named to Inc. Magazine's Inc. 5000 list of the "Fastest Growing Companies in America," honored by Florida Trend Magazine as a "Best Company to Work For" and recognized by PR News as a "Top Place to Work in PR." The firm is one of the largest and top-ranked public affairs, healthcare, branding and Latino marketing firms in the nation. The company has received more than 450 state and national awards for its campaigns.

In her recently published book, *Behind the Red Door: Unlock Your Advocacy Influence and Success*, Karen helps decision makers and others understand why advocacy is a vital tool for their organization, regardless of their specific industry. Karen presents readers with a comprehensive look at the application of advocacy that includes building an advocacy plan framework, creating and utilizing a brand, building and mobilizing internal and external stakeholders, using social media, handling crises, and finally, measuring results for advocacy campaigns.





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.**



**WELCOME GIFTS**

GeoVera Specialty Insurance Company  
Nationwide E&S / Specialty

**BOTTLED WATER**

Engle Martin & Associates

**ROOM KEY CARDS**

Johnson & Johnson

**REGISTRATION REFRESHMENTS**

ASL of FL

**OPENING NIGHT RECEPTION**

Colony Specialty  
Empire Underwriters, LLC  
Engle Martin & Associates  
Lloyd's  
Prime Insurance Company  
Ryan Turner Specialty  
Shelly, Middlebrooks & O'Leary, Inc.  
Western World Insurance Group

**WEDNESDAY HOSPITALITY SUITE**

Markel Southeast

**THURSDAY & FRIDAY CONTINENTAL BREAKFAST**

All Risks  
Gridiron Insurance Underwriters  
Hudson Speciality Insurance Company  
Ironshore Private Client Group  
Nautilus Insurance Group

**THURSDAY MID-MEETING BEVERAGES**

SLB Insurance Group  
Sompo Canopus

**GOLF TOURNAMENT PRIZES & HOLE-IN-ONE**

RSUI Group, Inc.

**GOLF TOURNAMENT BEVERAGES**

St. James Insurance Group

**GOLF HOLE SPONSORS**

Abercrombie, Simmons & Gillette, Inc.  
Bass Underwriters, Inc.  
Ironshore Private Client Group  
MacNeill Group, Inc.  
Markel Southeast  
Nautilus Insurance Group  
Risk Placement Services, Inc.  
RSUI Group, Inc.  
Ryan Turner Specialty  
SCU  
SeaCoast Underwriters, Inc.  
Sutton Inspection Bureau of Florida  
TAPCO Underwriters, Inc.  
Tower Hill Insurance Group, LLC  
WKFC Underwriting Managers

**FISHING TOURNAMENT & PRIZES**

WKFC Underwriting Managers

**FISHING TOURNAMENT – BOAT SPONSORS**

CapSpecialty  
Engle Martin & Associates  
McLarens  
TAPCO Underwriters, Inc.



## **THURSDAY EVENING RECEPTION**

Abercrombie, Simmons & Gillette, Inc.

AmRisc, LLC

Beazley Group

e2Value

Hull and Company

MacNeill Group, Inc.

Maxum/A Company of the Hartford

SCU

Western World Insurance Group

York Risk Services Group

## **THURSDAY CASINO NIGHT & HOSPITALITY RECEPTION**

Burns & Wilcox of Tampa

## **FRIDAY MID-MEETING BEVERAGE STATION**

Atlantic Casualty Insurance Company

TAPCO Underwriters, Inc.

## **PHOTOGRAPHY**

SCU

## **RAFFLE SPONSORS**

Advanced E&S Group

Empire Underwriters, LLC

GridIron Insurance Underwriters

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

## **THURSDAY & FRIDAY BUSINESS SESSION DOOR PRIZES**

National Risk Solutions, A Division of Hull & Co

Shelly, Middlebrooks & O'Leary, Inc.

## **CONTRIBUTORS**

### **CONVENTION REGISTRATION BROCHURE, ONSITE PROGRAM & NAME TAGS**

Florida Surplus Lines Service Office

## **PHOTO BOOTH**

Shelly, Middlebrooks & O'Leary, Inc.

## **GOLF BALL DONATION**

National Fire & Marine Insurance Company

## **GRAND PRIZE GIVEAWAY**

Two night stay at the OMNI® Amelia Island Plantation Resort. Drawing held during Friday business session. Must be present to win.

## **Sponsors ~**

Thank you for your generous donations for the 2017 *Welcome Bags*.

## **Save the Date**


Mark your calendars and don't miss the 58<sup>th</sup> Annual FSLA Convention

August 1 – August 3, 2018  
The Don CeSar Hotel  
St. Petersburg Beach, FL







A photograph of a dolphin leaping from the ocean surface, creating a large splash of water. The dolphin is captured mid-air, with its body arched and its head pointing towards the left. The water is a deep blue, and the sky is a lighter blue. The dolphin's skin is a dark grey color. The splash of water is white and foamy, contrasting with the blue of the ocean and sky.

## 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.



**FSLA Lifetime Members**

Ronald Gabor  
Nancy Gabor

**Abercrombie, Simmons & Gillette, Inc.**

Barbara Metz  
Doug Metz, ARM, CPCU, CRM  
Jay Welch

**Advanced E&S of Florida, Inc.**

Harvey Sheldon, CPCU

**All Risks, Ltd. - Ormond Beach**

Don Deising

**Allegiance Underwriting Group**

Donna Davis, ASLI

**AmRisc, LLC**

Kim Johnson  
Sam McBirney

**AmWINS Brokerage of FL, Inc. - Jacksonville**

Matt Janicki, CIC

**Appalachian Underwriters, Inc.**

Mark Arnold

**Atlantic Casualty Insurance Company**

Paul Aycock  
Sheri McKee

**Atlantic Specialty Lines of Florida, Inc.**

Noelle Bryant  
Jason Bryant

**AXIS Insurance**

Clint Downey  
Melissa Holland

**Beazley Group**

Tina DeNoi  
Katie Lamothe  
Katherine Newman, AU

**Braishfield**

John Barfield  
Gray Hopkins, AAI

**Burns & Wilcox, Ltd. - Lake Mary**

Christopher Siegel, CIC, CRIS, ARM, AAI

**Burns & Wilcox, Ltd. - Tampa**

Steve Page  
Amanda Ruppel

**Capital City Consulting, LLC**

Ashley Kalifeh, Esq.  
Ron LaFace, Jr., Esq.  
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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 57<sup>th</sup> Annual Convention.

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## **Convention Chairs**

Erin O'Leary, AAI  
Lorna Wirtz

## **Registration**

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

## **Golf Tournament**

Roger Maharaj, AAI, ASLI

## **Fishing Tournament**

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

## **Program Book**

PJ Parker-Comer  
Tracy Pafford

## **Raffle**

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





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