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Irvin "Skip" Wolf III
FSLA President

On behalf of your 2013-2014 FSLA Board of Directors, welcome to the 54th Annual FSLA Convention at the beautiful Ritz-Carlton, Sarasota.

Sarasota offers our attendees beautiful beaches, wonderful shopping and the delightful Ringling Museum and Mansion, Ca' d' Zan. We hope you will take advantage of the many venues and experiences Sarasota has to offer.

For your enjoyment this year, our events include a golf tournament on the award-winning, Tom Fazio designed Ritz-Carlton golf course. This is truly a state of the art facility and I know our golfers will enjoy both the scenery and the challenge of this course. Our fishing tournament will challenge the most experienced anglers as we cruise in and around Sarasota Bay and the coastal waters of the Gulf. A tour of the Ringling Museum of Art, Ca' d'Zan and Circus Museum round out the afternoon events. Enjoy an amazing afternoon of discovery touring art galleries, museums and the home of John and Mabel Ringling.

This has been an exciting year for our Association. Highlights of our year include:

- Retaining the services of a full-time management firm, Partners In Association Management (PIAM). PIAM handles the day to day operating affairs of the Association. Our Executive Director is Jillian Heddaeus, CMP.
- Introducing the practice of offering CE credits to our members at no charge. We partnered with FSLSO and the Florida Insurance School to provide a 5 hour CE course in April. Our second offering will be held in October. Also, don't miss our 2 hour CE course offered here on Wednesday afternoon from 2:00 to 4:00 PM.
- Re-invigorating our scholarship program by offering a \$1500 scholarship to the NAPSLO Excess and Surplus Lines School held in June 2014. We are proud to recognize Alex Mondrick as the recipient of this scholarship.
- Developing an annual FSLA Scholarship for a deserving student enrolled in the Florida State University Risk and Insurance Management program.
- Growing our membership with a new member campaign developed with PIAM's assistance.

Legislatively, this election year session was more subdued than in the past. Thanks to Doug Mang, Esq. and his team at Mang & Santurri P.A., along with the assistance of key national and state associations, we were successful in getting E&S language into the flood bill that allows our members to export flood coverage without making a diligent effort to seek coverage from the admitted market. In addition, we were able to gain DFS' agreement that the exemption to the Florida surplus lines license examination for non-residents would only apply to those states that require an equivalent surplus lines exam. Otherwise, non-resident applicants must still take the exam.

As always, special thanks goes out to our members, sponsors and friends, without whom we could not be the successful, relevant and nationally recognized association that we have become through the years.

It has been an honor and privilege to serve as President of your Association this past year. We have an outstanding Board of Directors who continually offer encouragement and guidance for the tasks and issues we face. FSLA is committed to supporting our industry and our membership in all that we do.

Thank you for your past and continued support. Enjoy the convention.

Irim "Skip" Wolfte

# WELCOME TO THE 54TH ANNUAL FSLA CONVENTION



#### From the Executive Director

I am excited to introduce myself as the new Executive Director of the Florida Surplus Lines Association. Your FSLA Board of Directors has researched and retained the services of Partners in Association Management (PIAM), a Tallahassee-based Association Management firm to handle the day to day operations of FSLA.

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.

#### **About Jillian:**

Jillian Heddaeus, CMP, 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 deputy 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. She has completed her 3rd year in a four year program for the U.S. Chamber of Commerce, Institute for Organizational Management at the University of Georgia. In 2012, she was named "Association Professional of the Year" by the Tallahassee Society of Association Executives. Ms. Heddaeus holds a Bachelors of Science degree in Information Technology from The Florida State University.

# 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.

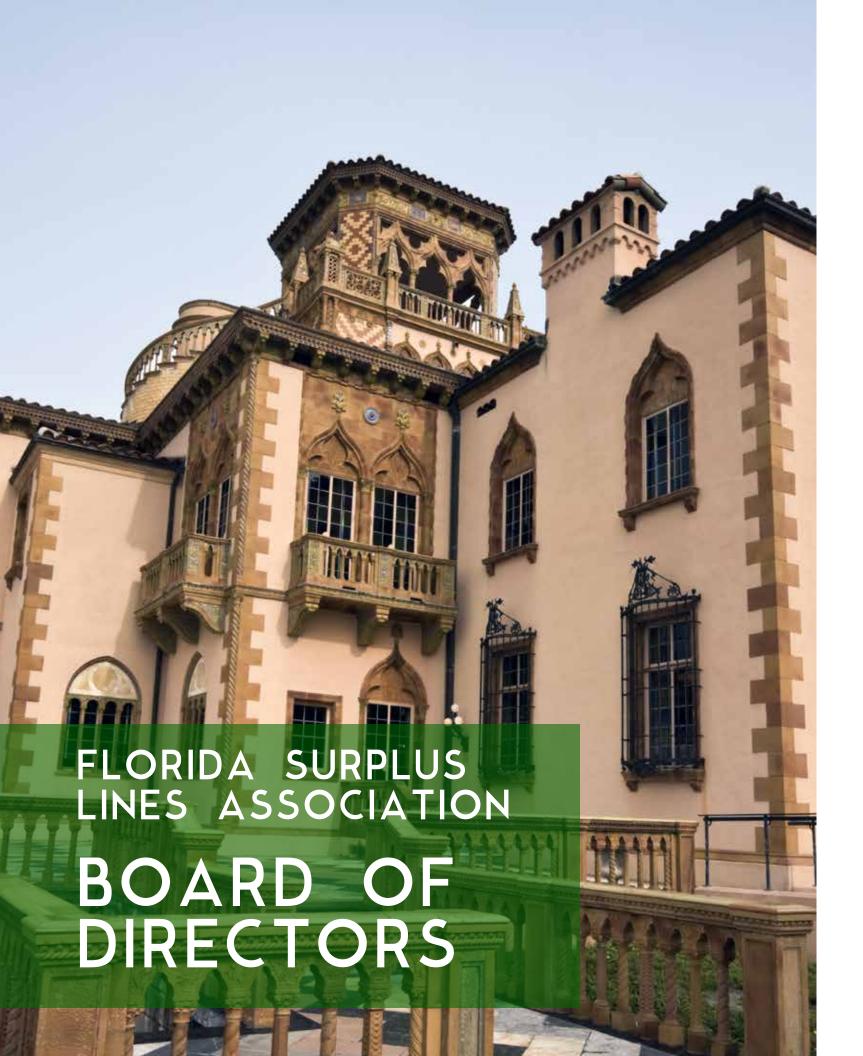
Over the past 50 years, FSLA has promoted the regulatory and legislative interests of FSLA members and the Florida surplus lines industry. The FSLA maintains concern for regulatory and legislative changes affecting the surplus lines insurance industry and communicating those

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 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 and consistently ranks among the top three surplus lines associations in the country.

...to encourage an exchange of information among members and for the betterment of the excess and surplus lines industry.



President
Irvin "Skip" Wolf III
Regional Excess Underwriters, LLC

President-Elect
Lorna S. Wirtz
John Handel & Associates, Inc.

Treasurer Erin K. O'Leary, AAI Shelly, Middlebrooks & O'Leary, Inc.

**Secretary Michael Gabor**Gabor Insurance Services, Inc.

**Director Kathy Colangelo**Hull and Company, Inc.

**Director Michael J. Franzese, CPCU, CIC, CRM, ASLI, CPA**RT Specialty, LLC

**Director Don Deising**All Risks LTD (Orlando)

**Director C. Kennon Hendrix**Orchid Underwriters Agency, Inc.

Past President's Representative Bruce E. Bowers Bass Underwriters

General Counsel and Lobbyist Douglas A. Mang, Esq. Mang and Santurri, P.A.

**Executive Director Jillian Heddaeus, CMP**Partners in Association Management

# PAST PRESIDENTS OF THE FSLA

1960-1961	1977-1979	1989-1991	2001-2003
<b>Donald Bolton</b>	<b>Leonard Traurig</b>	<b>Roger T. Gobler</b>	<b>Daniel C. O'Leary III</b>
1962-1968	1979–1981	1991-1993	2003-2005
<b>Hugh Donovan</b>	<b>John F. Keegan</b>	<b>H. Lee Gregory</b>	<b>Tom Enright</b>
1968-1971	1981-1983	1993-1995	2005-2007
Edward "Bill" DeYoung	<b>Jack W. Flood</b>	Bill Winters	<b>Ed Wojchick</b>
1971-1973	1983-1985	1995-1997	2007-2009
<b>W. Dana Roehrig</b>	Ronald Gabor	<b>Bill Rambo</b>	Steven Finver
1973-1975	1985-1987	1997-1999	2009-2011 Bruce E. Bowers
<b>Daniel C. O'Leary, Jr.</b>	Philip Cree	Michael J. Riordan	
1975-1977	1987-1989	1999-2001	2011-2013
<b>Richard Hull</b>	Edwin J. Calabrese	<b>Larry B. Stowe</b>	<b>Roy V. Fabry</b>





9:00am - 12:00pm Board of Directors Meeting John Ringling Boardroom

11:00am - 5:00pm Registration & Refreshments *Green Marble Foyer*  2:00pm - 4:00pm Continuing Education "A Review of Regulatory & Disciplinary Trends" Mira Mar

6:00pm - 7:30pm Opening Reception Ca'd'Zan 7:30pm - 9:30pm Dinner on your own

9:30pm - 12:00am Hospitality Suite Ca'd'Zan

#### DRESS CODE

Receptions and Hospitality Banquet Dinner All Other Events Business Casual, No shorts please Business Casual, No shorts please Casual, Shorts acceptable

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



7:00am - 8:45am The Meeting Place *Mira Mar* 

7:30am - 9:00am Continental Breakfast *Pre-Function III* 

9:00am - 9:30am **Opening Business Session** *Plaza III & IV* 

Opening Remarks Irvin "Skip" Wolf III President - FSLA 9:30am - 10:15am Guest Speaker David E. Leonard, CPCU Chairman & CEO - RSUI Group, Inc.

10:15am - 10:45am Beverage Break *Pre-Function III* 

10:45am - 11:15am Guest Speaker Douglas A. Mang, Esq. President - Mang & Santurri, P.A. General Counsel - FSLA 11:15am - 11:30am Announcements

12:00pm - 4:00pm The Meeting Place *Mira Mar* 

1:00pm - 5:00pm The FSLA Tom Enright Classic Lunch provided Porte Cochere Entrance 1:00pm - 5:00pm The "Let's Go Fishing" Tournament Lunch provided Porte Cochere Entrance

1:00pm - 5:00pm Ringling Museum of Art, Ca' d'Zan & Circus Museum Tour Porte Cochere Entrance 7:00pm - 8:00pm Reception Pre-Function III

8:00pm - 10:00pm

Banquet Dinner & Silent Auction Plaza III & IV 10:00pm - 12:30am Hospitality Suite Ca' d'Zan

#### THE MEETING PLACE

Meet with company underwriters and associate members at the Meeting Place, available Thursday and Friday.



7:00am - 8:45am The Meeting Place *Mira Mar* 

7:30am - 9:00am Continental Breakfast *Pre-Function III*  9:00am - 9:15am **General Business Session** Irvin "Skip" Wolf III President - FSLA Plaza III & IV

9:15am - 10:15am Guest Speaker Barry J. Gilway President, CEO & Executive Director -

Citizens Property Insurance Corporation

10:15am - 10:45am Beverage Break *Pre-Function III* 

10:45am - 11:30am Guest Speaker Bryan W. Sanders President - Markel Wholesale 11:30am - 12:00pm Guest Speaker Gary D. Pullen Executive Director -Florida Surplus Lines Service Office

12:00pm - 12:30pm Final Announcements and Grand Prize Drawing Must be present to win 12:30pm Adjourn

#### SAVE THE DATE

Mark your calendars and don't miss the 55th Annual FSLA Convention.

**July 29 - July 31st, 2015**Ritz-Carlton Golf Resort
Naples, Florida



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.



DAVID E. LEONARD, CPCU thursday

Dave Leonard began his career in the P&C Insurance industry in 1979. He joined RSUI Group, Inc. in December of 1999 and served as President from April 2008 until being appointed Chairman and CEO in April 2012. Prior roles in the industry include casualty underwriting management for the Crum & Forster companies and treaty reinsurance underwriting for Employers Reinsurance Corporation

Mr. Leonard currently serves as Treasurer on the NAPSLO Board of Directors after serving as Co-Chair of the Legislative Committee and prior as Co-Chair of the Education Committee. He has been a panelist for the NAPSLO E&S and Advanced Schools and for the NAPSLO Annual and Mid-Year conventions. He has also served on the NAPSLO Internship Committee and as an instructor for the NAPSLO E&S School.

Mr. Leonard graduated with a BSBA from East Carolina University, holds CPCU, ARe, AIAF and ARM designations and has completed the AICPCU/Wharton School Insurance Executive Development Program. He lives in Alpharetta, Georgia with his wife, Pamela.



DOUGLAS A. MANG, ESQ. thursday

Douglas A. Mang is President and a shareholder of Mang & Santurri, P.A. which specializes in insurance related matters. He represents the Florida Surplus Lines Association as legislative and regulatory counsel and serves as counsel to many of its member agents, agencies, and companies. He has been active in the insurance arena for over 35 years.

Douglas has served as General Counsel for the State
Treasurer and Insurance Commissioner of Florida. He has
served on NAPSLO's legislative committee and is a past
Director and current Committee Chair of the Federation of
Regulatory Counsel, a nationwide organization of attorneys
who specialize in insurance regulatory matters.



BARRY J. GIL WAY friday

Barry Gilway is President/CEO of Citizens Property Insurance Corporation. In his role Mr. Gilway oversees all operations and is the liaison to Citizens' Board of Governors. Barry is an accomplished insurance executive with 40 plus years background in insurance including CEO of Zurich Canada, Executive VP of Zurich North America, CEO of Maryland Casualty Companies and Executive VP of Crum and Forster along with additional senior management positions.

Barry began his insurance career in regional management roles for the Insurance Company of North America (INA), Crum and Forster, and WR Berkley Corporation. In 1990, Barry became President of the \$900 million Maryland Casualty Commercial Lines Company. He was subsequently promoted to CEO of the entire Maryland Casualty Group. In 1999, Barry moved to Canada to turn around a troubled Zurich Canada operation, consisting of personal lines, commercial lines, specialty, life and health companies. Following the divestiture of much of the Canadian business, Barry returned to the U.S. as Executive Vice President for Zurich's \$17 billion commercial operation, managing and leading 5,000 employees responsible for the Zurich infrastructure in the U.S. while also acting as M & A liaison. Barry retired from Zurich in 2006 and became a consultant for Mystic Capital Advisors. He completed several significant transactions before joining one of Mystic Capital's clients, Economical Insurance Group of Canada. Over the past three years Barry has led the turnaround of Mattei Insurance Services as CEO, reporting to the Economical Board of Directors.



BRYAN W. SANDERS friday

Bryan W. Sanders is currently President of Markel Wholesale and previously served as Chief Executive Officer of Alterra Specialty from September 2011 to May 2013. From 2010 to September 2011, Bryan was Chief Operating Officer of Alterra Specialty. Prior to the merger of Max Capital and Harbor Point in 2010, Bryan served in the same capacity for Max Specialty, having joined Max in August 2006.

Bryan has over 32 years of insurance industry experience; previously he was with Hilb Rogal and Hobbs Company serving as Director of the Excess and Surplus Lines Division and as President of its Dominion Specialty Group, Inc. Prior to joining HRH, Bryan was President of MacDuff Underwriters, Inc., a managing general agency and a wholly owned subsidiary of Brown and Brown, Inc.

Bryan began his underwriting career in 1981 with Aetna Casualty and Surety Company. Bryan holds a BA in Business from Kent State University, and the CIC and ARM designations.



GARY D. PULLEN friday

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 33 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. Among his many achievements, Gary is proud to hold his ASLI designation.

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.

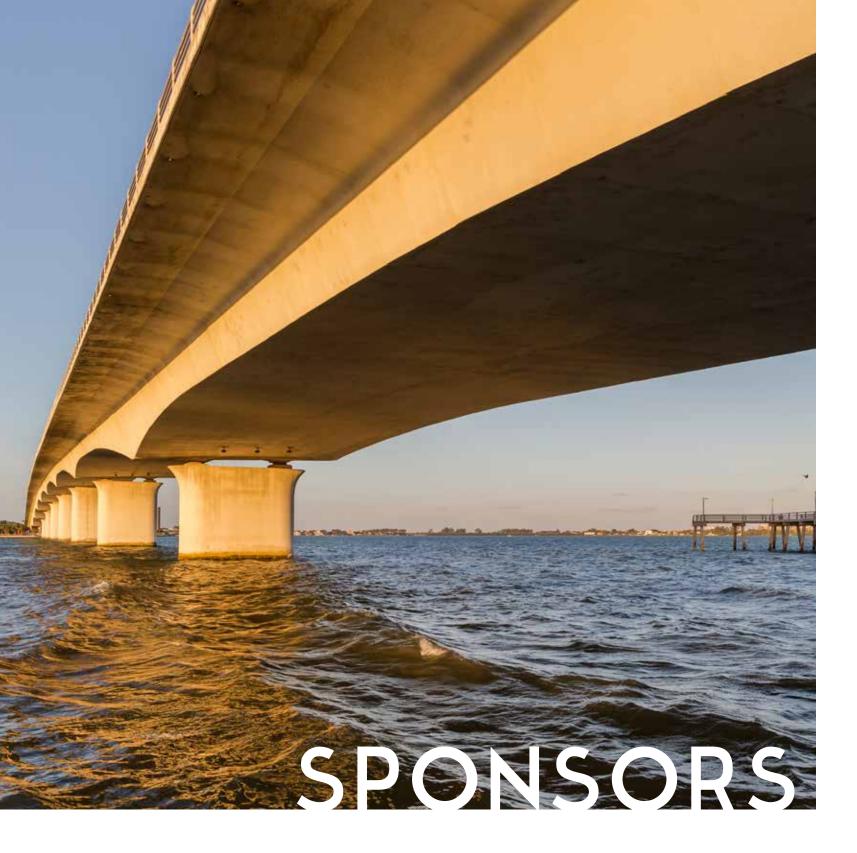


TOM TERFINKO wednesday c.e.

Tom Terfinko is currently the Assistant Director of Agent and Insurer Services at the Florida Surplus Lines Service Office (FSLSO).

Tom has over 38 years of insurance industry and regulatory experience. After graduating from Florida State University in 1973, Tom began his career in insurance in 1976 as an all lines agent. He also served as a compliance officer for a large third party administrator before moving into regulatory affairs. Before coming to work at FSLSO, Tom served as Assistant Director at the Florida Department of Insurance/Department of Financial Services.

In an instructional capacity, he has previously served as an instructor at the National Association of Insurance Commissioners Market Conduct Education School and as a member of the Board of Directors for the Insurance Regulatory Examiners society as well as traveling the state teaching continuing education classes for FSLSO.



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** Scottsdale Insurance Company

#### BOTTLED WATER

**Engle Martin & Associates** 

#### REGISTRATION REFRESHMENTS

Atlantic Specialty Lines of Florida, Inc.

#### OPENING NIGHT RECEPTION

Braishfeld

Colodny, Fass, Talenfeld, Karlinsky, Abate & Webb, P.A.

**Colony Specialty** 

**CRC/Crump Insurance Services Inc.** 

Lloyd's America, Inc.

RSUI Group, Inc.

**RT Specialty** 

Swett and Crawford - A CGSC Company

**Western World Insurance Group** 

#### WEDNESDAY HOSPITALITY SUITE

**Markel Southeast** 

#### THURSDAY & FRIDAY CONTINENTAL BREAKFAST

AIG/Risk Specialists/Lexington Insurance

**Engle Martin & Associates** 

**Gridiron Insurance Underwriters** 

Ironshore

Nautilus Insurance Group - A WR Berkley Company

Orchid Underwriters Agency, Inc.

Sutton Inspection Bureau of Florida

#### THURSDAY MID-SESSION **BEVERAGES**

Admiral Insurance Company - A WR Berkley Company Canopius US

#### GOLF TOURNAMENT PRIZES & HOLE IN ONE

Socius

#### GOLF TOURNAMENT BEVERAGES

St. James Insurance Group

#### **GOLF HOLE SPONSORS**

**Bass Underwriters** 

**Engle Martin & Associates** 

Ironshore

MacNeill Group - A Team Focus Company

Mang & Santurri, PA

**Markel Southeast** 

Nautilus Insurance Group - A WR Berkley Company

RT Specialty

Regional Excess Underwriters, LLC

Shelly, Middlebrooks & O'Leary, Inc.

Socius

**Southern Cross Underwriters** 

Sutton Inspection Bureau of Florida

TAPCO Underwriters, Inc.

**Tower Hill Insurance** 

WKFC Underwriting Managers

#### FISHING TOURNAMENT AND **PRIZES**

WKFC Underwriting Managers

#### FISHING TOURNAMENT BOATS

**Engle Martin & Associates** 

**Southern Insurance Underwriters** 

TAPCO Underwriters, Inc.

York Risk Control

#### THURSDAY EVENING RECEPTION

Abercrombie, Simmons & Gillette, Inc.

**AMRISC** 

**Beazley Group** 

Hull and Company - Ft Lauderdale

Maxum Specialty Insurance Group

MacNeill Group - A Team Focus Company

Prime Insurance Company

Regional Excess Underwriters, LLC

#### BILLY JOEL BOTTLE OF RED, BOTTLE OF WHITE

John Handel & Associates, Inc.

## THURSDAY NIGHT HOSPITALITY SUITE

**Bass Underwriters** 

**General Star** 

## FRIDAY MID-SESSION COFFEE BREAKS

Atlantic Casualty Insurance Company Tower Hill Insurance

#### **PHOTOGRAPHY**

**Southern Cross Underwriters** 

## SILENT AUCTION & DOOR PRIZES

Advanced E&S Group

**Gresham & Associates, LLC** 

Johns Eastern Company, Inc.

Kahn Carlin and Company, Inc.

Mang & Santurri, P.A.

MUSIC

National Risk Solutions/Hull & Company - Tampa Bay

Nautilus Insurance Group - A WR Berkley Company

Orchid Underwriters Agency, Inc.

SeaCoast Underwriters, Inc.

Socius

Sutton Inspection Bureau of Florida

York Risk Control

## THURSDAY & FRIDAY BUSINESS SESSION DOOR PRIZES

**Burns & Wilcox** 

Shelly, Middlebrooks & O'Leary, Inc.

## CONVENTION PROGRAM BOOK & NAME TAGS

Florida Surplus Lines Service Office

#### GRAND PRIZE GIVEAWAY

Weekend Stay at the Ritz-Carlton Sarasota

Drawing held during Friday business session. Must be present to win.



#### **PUBLICATIONS**

Insurance Journal

#### TOURNAMENT GOLF BALLS

National Fire and Marine Indemnity Company

#### PHOTO BOOTH

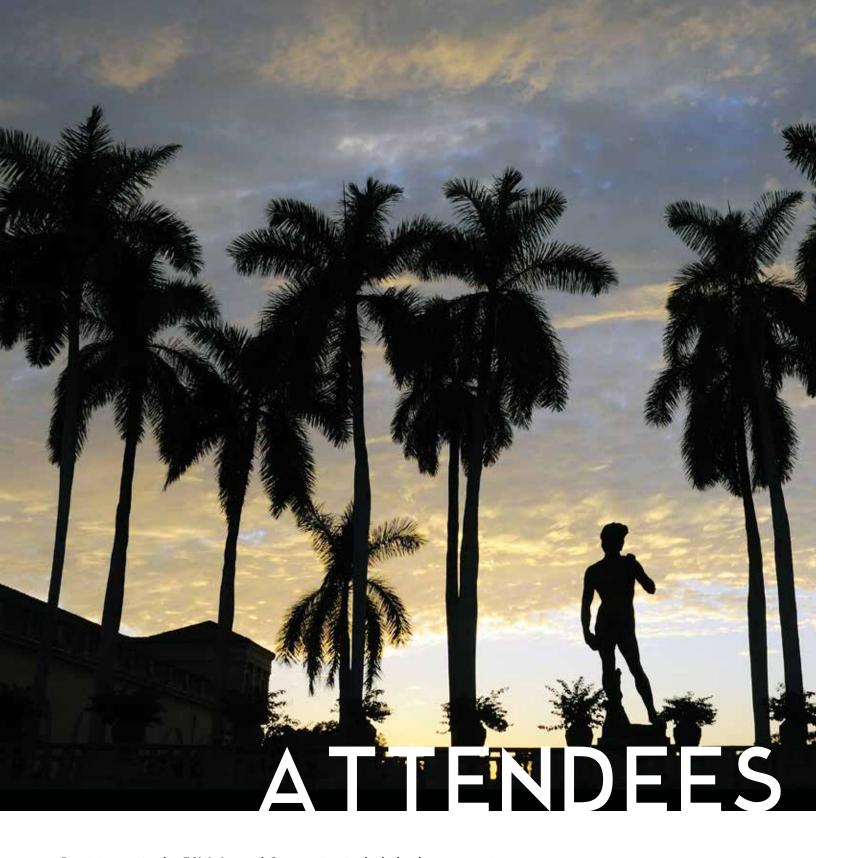
Shelly, Middlebrooks & O'Leary, Inc.

#### **PADFOLIOS**

**Western World Insurance Group** 

#### **Sponsors-**

Thank you for your generous donations for the 2014 Welcome Bags.



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.

#### Abercrombie, Simmons & Gillette, Inc.

Mike Murphy Mike Swinney

#### **Admiral Insurance Company**

Stephen Braue Jason Davis

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

Harvey Sheldon, CPCU

#### **Affinity Insurance Services, Inc.**

Stephanie Owens

#### All Risks of the Southest, Ltd.

**Steve Kass** 

#### All Risks, LTD of Lake Mary

Lisa Bruno
Don Deising
Patrick Hucker
Richard Morehouse
Donna Ronnekamp
Paul Sipos
Ashley Sipos

#### **Allegiance Underwriting Group**

Donna Davis Alan Janes

#### AmRisc, LP

Sam McBirney Lisa Norwood, CPCU, CISR

#### **Atlantic Casualty Insurance Company**

Dave Callaghan John Curry, CPCU

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

Stephanie Carroll Timm Miller Marcy Newton

#### **Bass Underwriters of St. Petersburg**

Bruce Bowers Donna Bowers

#### **Beazley Group**

Mike Cooper Will Roscoe

#### **Braishfield Associates, Inc.**

**Gray Hopkins** 

#### **Burns and Wilcox of Tampa**

Michael Maharaj, ACII

#### **Catlin Specialty Insurance Center**

Ray Hall, CPCU, ASLI

#### **Citizens Property Insurance Corporation**

Barry J. Gilway Charlotte Gilway

#### **CJW & Associates**

Bob Floyd Jay Voelpel

## Colodny, Fass, Talenfeld, Karlinksy, Abate & Webb, P.A.

Fred Karlinsky

#### **Colony Specialty**

Gretchen Levy Mark Rooker Tania Williams

#### **CRC | Crump Insurance Services**

Philip Adams, CIC, CRM Kwang Shin Hwang Brooke Hwang Greg London Sabra London Juno Pak

#### **Engle Martin & Associates, Inc.**

Susan Froman Shane Froman

#### **Enright Wilson, Inc.**

**Debbie Hibbs** 

#### Florida Surplus Lines Service Office

Georgie Barrett Sheila Pearson Debbie Pullen Gary Pullen Tom Terfinko Bryan Young

#### **Gabor Insurance Services of Boca Raton**

Lani Davis Steven Finver

#### **Gabor Insurance Services of Miami**

Ron Gabor Nancy Gabor

#### **Gabor Insurance Services of Sebastian**

Michael Gabor Diana Gabor

#### **General Star Insurance Company**

Kathy Aurand, ARM, CIC Tara Eibe, CPCU Jimmy Sleys

#### **GeoVera Insurance Company**

Tim Behrendt

#### Gresham and Associates, Inc.

Matt Janicki, CIC

#### **Hudson Insurance Company**

Patsy Scelfo

#### **Hull and Company**

Kathy Colangelo Ryan Hensley

#### **IAT Specialty**

Jeanne King

#### **IFG Companies**

Andrew Wolff, CIC, CRM

#### **Insurance Journal**

**Howard Simkin** 

#### **Insurance Risk Services**

Steve Jackson

#### **Ironshore**

**Curt Goetschy** 

#### **John Handel and Associates**

Joe D'Abrosca Gail Handel Lorna Wirtz

#### Johns Eastern Company, Inc.

Brian Harlow, CPCU, AIC

#### Johnson & Johnson, Inc.

Peter Burrous Chase Warrington, AU, ASLI

#### **Kahn-Carlin and Company**

Roy V. Fabry, CPCU Lori Fabry

#### Lloyd's America

**Rod Smith** 

#### MacNeill Group, Inc.

Suzanne Brauer, CPCU, ARM Brad Budd Kevin Tromer

#### Mang & Santurri, P.A.

Deanie Mang Doug Mang, Esq. Richard Santurri, Esq. Mariela Santurri Gary Sumner Lisa Sumner

#### **Markel Corporation**

Nick Abraham, CPCU, ASLI Steve Girard Rhonda Girard Andrea Nash Toni Sanders Bryan Sanders

## MESA Underwriters Specialty Insurance Company

Dale Houmes, CPCU, AU, ASLI

#### Miller Insurance Services, LLP

Steve Johnson

#### **Morstan General Agency of Florida**

Tim Martin, CPCU, AU

#### **NAPSLO**

Keri Kish

#### **Nautilus Insurance Company**

Ann Boman-Clark Jim Cassara Chuck Clark Wendy Markham

#### Orchid Underwriters Agency, Inc.

Ken Hendrix Pam Hendrix John Struve

#### **Peninsula Insurance Bureau**

Patrick McKeeby

#### **Penn America Group**

Rob Johnson

#### **Program Underwriters, LLC**

Stephen Buto
R Anthony (Tony)

R. Anthony (Tony) Spader

#### **Regional Excess Underwriters, LLC**

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Neil Kurowsky
Laurie Larsen, CIC, CISR
Darwin Lucas
Marian Wilcox
Skip Wolf
Rose Wolf

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#### Reliable Reports, Inc.

**Geoff Smith** 

#### Risk Placement Services, Inc.

Laura Allen Al Geraci, ASLI, ARM Edward Levy, CPCU, ASLI

## Risk Specialists Companies Insurance Agency

**Ben Wilson** 

#### RLI Corp.

Cathy Martin, CPCU

#### **RSUI Group, Inc.**

Dave Leonard, CPCU Scott Smith, ASLI

#### **RT Specialty**

Jeff Aumick Mike Franzese, CPCU, CIC, CRM, ASLI, CPA

#### **Scottsdale Insurance Company**

Cliff Anastasi, ASLI, AIS Jim Carney John Dunker Sally Smith Amber Stobel

## SeaCoast Underwriters, Inc. of Coral Gables

R.C. Chaffin, CIW Suzanne Chaffin

## SeaCoast Underwriters, Inc. of Lake Mary

Shuan Chaffin, ASLI, AAI, CIW

#### **Security First Managers, LLC**

Wendy McCubbins, CPCU, API, AIS

#### **Seneca Specialty Insurance Company**

Jeannette Guerico Scott Whitmer

#### Shelly, Middlebrooks and O'Leary, Inc.

Conor O'Leary Erin K. O'Leary

#### Socius

Eric Shaprio Lori Shaprio Derick Stitik Lisa Stitik

## Southern Cross Underwriters of Clearwater

Buddy Campo Gina Campo Roger Maharaj, AAI, ASU Kelly Maharaj

#### **Southern Cross Underwriters of Miami**

Steve Alvarez Maria Martinez

#### **Southern Insurance Underwriters, Inc.**

Chris Siegel

#### St. James Insurance Group

Jonathan Mertz Dave Stricker

## Sutton Inspection Bureau of Florida

Andrea Kudlak, AAI, CPIW

#### **Swett and Crawford of Tampa**

Jimmy Chung Eric Padags

#### **TAPCO Underwriters**

Virginia Clancy, ASLI, CIIP

#### **Torus Specialty Insurance Company**

Todd Dixon, CRM

#### **Vela Insurance Services**

Bill Haines Karen Haines

#### **Western World Insurance Group**

Rosemary D'Aco, ASLI Donna McGovern

#### **Wheeler, DeFusco & Associates**

Jeremy Wheeler

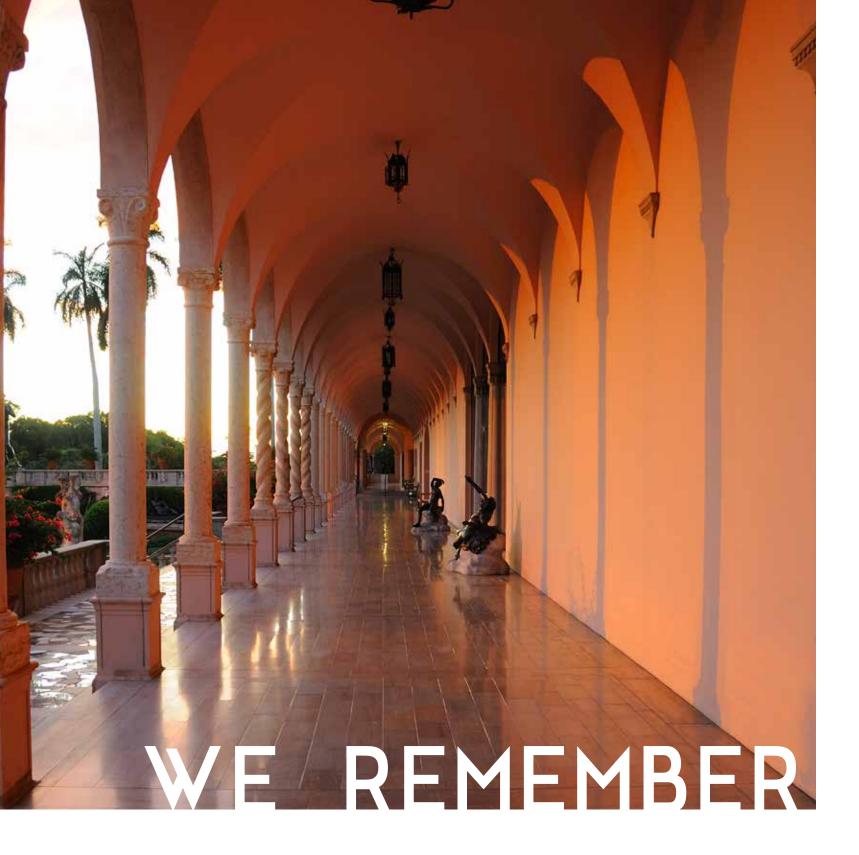
#### **Worldwide Facilities, Inc.**

**Daniel Schumann** 

#### York Risk Services Group, Inc.

Rick Ruiz Bart Sturgis Rich Wirth

Jildali Cilalilli, NJEI, Mil,



The Florida Surplus Lines Association remembers those who are no longer with us and their dedication to the surplus lines community.

### MELANIE HOSFORD

1951-2013

Melanie spent over 40 years in the insurance industry including 17 years as president of Specialty Insurance Services, Inc. of Jacksonville, Florida. In addition to her professional position, she also served as a Director of the Florida Surplus Lines Association.

Outside of insurance, Melanie was passionate about her country and served as a committee woman on the Republican Executive Committee of Duval County.

The Florida Surplus Lines Association remembers Melanie and her dedication to Florida's surplus lines industry.

Those we once enjoyed and deeply loved we can never lose, for all that we love deeply becomes part of us.

- Helen Keller

# THANK YOU

The FSLA Board of Directors would like to extend a very special thank you to **DONNA BOWERS** and each of the members of the Convention Committee for their hard work and dedication to creating a spectacular 54th Annual Convention.

<b>Convention Chair</b> Lorna Wirtz	<b>Fishing Tournament</b> Mike Franzese	<b>Silent Auction</b> Gail Handel
Registration	Program Book	Speaker's Gifts
Virginia Clancy	Virginia Clancy Erin O'Leary	Gail Handel
Facilities	PJ Parker-Comer	Photography
Donna Bowers	Jessica VanDenBogaert	Kathy Colangelo Lorna Wirtz
<b>Topics and Speakers</b>	<b>Publicity and Promotion</b>	
Gary Sanborn	Gail Handel	Website
Skip Wolf	Jillian Heddaeus	Dan Caudill
	Lorna Wirtz	Jillian Heddaeus
Speakers Liason		
Donna Bowers	<b>Sponsor Signs</b> Donna Bowers	
<b>Sponsorships</b> Donna Bowers	Jillian Heddaeus	
	<b>Continuing Education</b>	
<b>Golf Tournament</b> Roger Maharaj Gary Sanborn	Mike Franzese	

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#### **Convention Director**

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