

56<sup>th</sup> Annual FSLA Convention | 1

# 59<sup>th</sup> Annual Convention



August 7-9

Hammock Beach Resort, Palm Coast, FL









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# FROM THE PRESIDENT

**Welcome to the 59th Annual FSLA Convention at Hammock Beach Resort. On behalf of your FSLA Board of Directors, we hope you find the convention both informative and enjoyable.**

We're excited to bring you a great lineup of speakers and activities over the next couple of days. To kick things off, the first Business Session will open Wednesday with the new 2019-2021 Board of Directors installation followed by a legislative update from Capital City Consulting. The session will conclude with presentations from Florida State Representative Paul Renner and Dr. Robert Hartwig of the Center for Risk and Uncertainty at the University of South Carolina. Please join us for the Opening Night Reception and network with your colleagues.

On Thursday, we're pleased to have Gary Pullen, Executive Director of FSLSO, to open the Business Session. Then, join us for a panel discussion on claims, moderated by Tom Joyce, of Nautilus Insurance Group. Afternoon activities include: golfing on the Jack Nicklaus-designed Ocean Course, fishing in the intracoastal waterway, or touring historic St. Augustine. The convention will end Thursday evening with a banquet

dinner and raffle, followed by a hospitality suite and sumptuous array of desserts.

At the Convention, you'll hear us highlight the 2019 Florida Legislative session, which was significant for our industry. This was the year for Assignment of Benefits reform and steps to modernize the surplus lines regulatory framework. The FSLA Board, in partnership with WSIA, advocated on your behalf to modernize the surplus lines statute. House Bill 301 was signed into law by Governor DeSantis and took effect July 1, 2019. The bill initiative included language to remove the statutory capped policy fee and replace the cap with a requirement that the fee be reasonable. HB 301 also addresses the threshold for exporting residential property insurance.

Other provisions that did not succeed called for the removal of the agent affidavit as well as extend the diligent effort exemption on private flood. While over 3,000 bills were filed this legislative session, less than 200 bills became law. We're grateful for the issues prioritized for our industry.



Continuing our work to promote surplus lines in Florida, this year FSLA launched a public relations and social media campaign to raise awareness of the industry's role and how a vibrant and competitive surplus lines market is vital to Florida's economic growth. Proactive public relations efforts now include messaging on hurricane preparation for businesses, with the tagline "Your Business to be Prepared." Since January, our social media campaigns have engaged 1.5 million views, and our earned news has been published in outlets like Florida Politics, Insurance Journal, Insurance Business US, Sunshine State News, and several local newspapers. Thank you to all our members who contributed quotes or opinion pieces for publication.

We believe progress on the legislative front can be continued with your financial contributions to SURPAC and other support for the programs FSLA promotes.

In conclusion, allow me to convey that it has been a privilege to serve with remarkable and dedicated Board of Directors and Committee members. I would like to recognize and thank our members and sponsors of this convention. I would also like to recognize our Executive Management Team, directed by Jillian Heddaeus; Ashley Kalifeh of Capital City Consulting; WSIA, FLSO, R.C. Chaffin, Nick Cortezi, Conor O'Leary and Allison Aubuchon Communications for their support of the FSLA this year. It is through your actions that the FSLA continues to be a successful, relevant and nationally recognized association.

Thank you and enjoy the 2019 FSLA Convention.

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







# WELCOME TO THE 59<sup>th</sup> ANNUAL FSLA CONVENTION

On behalf of the FSLA Board of Directors and Executive Staff at Partners in Association Management (PIAM), we welcome you to Palm Coast and the 2019 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**  
Executive Director



**Jillian Heddaeus, CMP, IOM**  
Executive Director



Jillian Heddaeus, CMP, IOM, holds over ten years' experience in event planning and association management. She has worked in the capacity as a senior meeting planner and executive director for both state and national associations.

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

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.

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

R.C. Chaffin, CIW – Chair

Jason Bryant

Dave DeMott, CPCU, AMIM, ARM,  
AU, ASLI

Ron Gabor

Harvey Sheldon, CPCU

Kevin Tromer

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

Kathy Colangelo, ASLI, CIC - Chair





**FLORIDA SURPLUS  
LINES ASSOCIATION  
BOARD OF DIRECTORS**





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**Director**

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**Director**

**Virginia Clancy, ASLI, CIIP**

TAPCO Underwriters, Inc.

**Director**

**Dave DeMott, CPCU, AMIM, ARM, AU, ASLI**

GridIron Insurance Underwriters

**Director**

**Harvey A. Sheldon, CPCU**

Advanced E&S of Florida, Inc.

**Past President's Representative**

**Lorna Wirtz**

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**FSLA Lobbyist/Consultants**

**Ashley Kalifeh, Esq.**

Capital City Consulting, LLC

**Executive Director**

**Jillian Heddaeus, CMP, IOM**

Partners in Association Management



# PAST PRESIDENTS OF THE FSLA

**1960-1961**

Donald Bolton

**1962-1968**

Hugh Donovan

**1968-1971**

Edward "Bill" De Young

**1971-1973**

W. Dana Roehrig

**1973-1975**

Daniel C. O'Leary Jr.

**1975-1977**

Richard F. Hull

**1977-1979**

Leonard Traurig

**1979-1981**

John F. Keegan

**1981-1983**

Jack W. Flood

**1983 - 1985**

Ronald Gabor

**1985-1987**

Philip Cree

**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 7

**11:00 A.M. - 6:00 P.M.**

**Registration**

*Ocean Ballroom Pre-function Area*

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

**Grab N' Go Lunch**

*Ocean Ballroom Pre-function Area*

**3:00 P.M. - 3:30 P.M.**

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

*Ocean Ballroom*

**3:30 P.M. - 4:30 P.M.**

**Legislative Update**

Ashley Kalifeh, Esq., Ron LaFace,  
and Dan Newman

Capital City Consulting

Representative Paul Renner  
Chairman, House Judiciary  
Committee

*Ocean Ballroom*

**4:30 P.M. - 4:45 P.M.**

**Business Session Beverage Break  
(Beer & Wine)**

*Ocean Ballroom Pre-function Area*

**4:45 P.M. - 5:45 P.M.**

**Keynote Presentation**

Dr. Robert Hartwig

Clinical Associate Professor, Finance  
Department

Director, Center for Risk and

Uncertainty Management

Darla Moore School of Business

University of South Carolina

*Ocean Ballroom*

**6:00 P.M. - 6:15 P.M.**

**First Timers' Reception**

*The Lodge – Ocean View Room*

**6:15 P.M. - 7:30 P.M.**

**Opening Reception**

*The Lodge – Ocean View Room*

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

**Dinner on your own**

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

**Hospitality Reception**

*Lobby Bar*

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





## \*OFFSITE EVENTS

**Fishing Tournament** and **St. Augustine Tour & Luncheon** participants should meet in the hotel lobby at 12:15 P.M. **Golf Tournament** participants should meet at the Golf Clubhouse at 12:15 P.M. Transportation will be provided.

All offsite events will begin promptly at 12:30 p.m.





# THURSDAY • AUGUST 8

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

**Continental Breakfast**

*Ocean Ballroom Pre-function Area*

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

**Business Session**

Gary D. Pullen, Executive Director  
FSLSO

*Ocean Ballroom*

**9:30 A.M. - 10:00 A.M.**

**Business Session Beverage Break**

*Ocean Ballroom Pre-function Area*

**10:00 A.M. - 11:45 A.M.**

**The Good, The Bad, The Ugly - Claims**

Moderated by Tom Joyce  
Nautilus Insurance Group

**Panelists**

Anthony Allogia, McLarens  
Richard Lydecker, Lydecker I Diaz  
Todd Mannschreck, R-T Specialty, LLC  
*Ocean Ballroom*

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

**Announcements**

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

**Thursday Afternoon Activities  
(additional fees apply)**

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

**St. Augustine Tour and Luncheon**

12:30 P.M. - 1:00 P.M. Travel to St. Augustine

1:00 P.M. - Lunch at Columbia Restaurant

2:15 P.M. - Tour of Lightner Museum  
(Docent Led tour)

3:00 P.M. - Private bus tour of Historic  
St. Augustine

4:00 P.M. - Tour of Castillo de San Marcos  
Fort and/or shopping on St. George Street

5:00 P.M. - Departure for Hammock Beach

5:30 P.M. - Arrive at Hammock Beach

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

**The FSLA Tom Enright Golf Classic**

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

**Let's Go Fishing Tournament**

*\*Tour, golf and fishing times may vary.*

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

**Reception**

*Ocean Ballroom Pre-function Area*

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

**Banquet Dinner & Raffle**

*Ocean Ballroom*

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

**Hospitality Reception**

*Loggerhead's*





## SAVE THE DATE

Mark your calendars and don't miss the 60th Annual FSLA Convention.

August 5 — 7, 2020  
Boca Raton Resort & Club  
Boca Raton, Florida





# FRIDAY • AUGUST 9

**No FSLA sponsored activities planned. Enjoy Palm Coast and the Hammock Beach Resort.**

*A voucher (value up to \$15) has been provided with your name badge. This voucher is valid on Friday, August 9 at the hotel restaurant for breakfast service.*

## **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.

## **THURSDAY HOSPITALITY RECEPTION**

Complete your evening with dessert served at the Thursday Night Hospitality Reception. Relax and unwind with your choice of cocktails, including special dessert cocktails, bananas foster action station and mini dessert station. Entertainment choices include live music from Memphis with acoustic guitarist, photo booth and live cigar rolling from St. Augustine. Come and enjoy the fun!





# 2019 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.

## Dr. Robert Hartwig Wednesday, Keynote Speaker

Robert P. Hartwig is Clinical Associate Professor of Risk Management, Insurance and Finance in the Darla Moore School of Business at the University of South Carolina and Director of the school's Center for Risk and Uncertainty Management. He teaches courses in risk management, insurance and corporate finance, mentors students, pursues a variety of research interests and works with insurers, regulators, legislators and many other insurance industry stakeholders, including media.

Dr. Hartwig is immediate past president of the Insurance Information Institute, an organization he led from 2007 to 2016. He joined the I.I.I. in 1998 as an economist and became chief economist in 1999, focusing his work on improving understanding of key insurance issues across all industry stakeholders including media, consumers, insurers, producers, regulators, legislators and investors.

Dr. Hartwig previously served as director of economic research and senior economist with the National Council on Compensation Insurance (NCCI) in Boca Raton, Florida, where he performed rate of return and cost of capital modeling and testified at workers' compensation rate hearings in many states. He has also worked as senior economist for the Swiss Reinsurance Group in New York and as senior statistician for the United States Consumer Product Safety Commission in Washington, D.C.

He is a member of the American Economic Association, the American Risk and Insurance Association, the National Association of Business Economics and the CPCU Society. He has also served on the boards of directors of the American Risk and Insurance Association, the Insurance Industry Charitable Foundation and the Independent Insurance Agents and Brokers Association of New York. Currently, Dr. Hartwig serves on the board of trustees for the Griffith Foundation for Insurance Education.

Dr. Hartwig received his Ph.D. and Master of Science degrees in economics from the University of Illinois at Urbana-Champaign. He also received a Bachelor of Arts degree in economics cum laude from the University of Massachusetts at Amherst. He has served as an instructor at the University of Illinois and at Florida Atlantic University. Dr. Hartwig also holds the Chartered Property Casualty Underwriter (CPCU) credential.

Dr. Hartwig has authored and co-authored papers that have appeared in numerous publications, including the Journal of Health Economics, the Proceedings of the Casualty Actuarial Society, the John Liner Review, Dossiers et Etudes (Geneva Association), the Journal of Workers' Compensation, the Journal of Insurance Operations, Global Reinsurance, Risk & Insurance, Insurance Day, Compensation and Benefits Review. He is also a regular contributor to Best's Review and many other industry trade publications.







## Rep. Paul Renner

### Chairman, House Judiciary Committee

Paul Renner (R) serves as State Representative to District 24 in the Florida House of Representatives. District 24 includes all or parts of Flagler, Volusia and St. Johns Counties. Paul is a military veteran, former prosecutor and local business attorney. In 2017, he was appointed Chairman of the Ways and Means Committee.

Paul was raised in Northeast Florida and is an AV-rated attorney and partner at Milam Howard, representing a number of Northeast Florida businesses. He began his legal career as an Assistant State Attorney, during which he prosecuted serious felony offenses.

In addition to his legal practice, Paul has served as a naval officer, both on active duty and in the reserves. He was recently mobilized to Afghanistan, where he served with a Joint Task Force. Among his military awards, he received the Defense Meritorious Service Medal for service in Afghanistan, based, in part, on his "direct and significant contribution to the disruption of foreign facilitation networks [that] led to the capture or arrest of numerous key network leaders, delivering a considerable blow against the enemies of our Nation." Earlier in his career, Paul also served in Operation Desert Storm during combat operations onboard the USS McNerney (FFG-8).

Locally, Paul served on the Judicial Nominating Commission for the 4th Judicial Circuit and is the immediate Past-President of the Jacksonville Lawyers' Chapter of the Federalist Society. He also serves in a number of other civic and community organizations, such as Rotary, the VFW and the Navy League.

Paul earned his Juris Doctorate at the University of Florida, Levin College of Law and his Bachelor of Arts in history at Davidson College in North Carolina. He and his wife live in Palm Coast.



# 2019 SPEAKERS



**Ashley Kalifeh, Esq.**



**Ron LaFace**



**Dan Newman**

## **Capital City Consulting, LLC** Wednesday

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 3 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.







## Gary D. Pullen, ASLI

Executive Director  
Florida Surplus Lines Service Office  
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.







# 2019 SPEAKERS





## Claims Panel

Thursday



**Tom Joyce**  
*Nautilus Insurance Group*



**Anthony Allogia**  
*McLarens*



**Richard Lydecker**  
*Lydecker | Diaz*



**Todd Mannschreck**  
*R-T Specialty, LLC*





## 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

### **ROOM KEY CARDS**

Johnson & Johnson

### **LANYARDS**

McLarens

### **REGISTRATION GRAB N' GO LUNCH**

Engle Martin & Associates  
Markel Southeast  
R-T Specialty, LLC—Clearwater  
Strickland General Agency  
TAPCO Underwriters, Inc.  
XS Brokers

### **KEYNOTE SPEAKER SPONSOR**

GridIron Insurance Underwriters

### **WEDNESDAY BUSINESS SESSION**

#### **BEVERAGE BREAK**

DUAL Commercial LLC

### **OPENING NIGHT RECEPTION**

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

### **MUSIC**

Prime Insurance Company  
R-T Specialty, LLC  
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  
Nautilus Insurance Group  
Penn-America Group  
Sutton Inspection Bureau Risk Specialists

### **THURSDAY BUSINESS SESSION**

#### **BEVERAGE BREAK**

SLB Insurance Group

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

RSUI Group, Inc.

### **GOLF TOURNAMENT BEVERAGES**

St. James Insurance Group

### **HOLE SPONSOR - GOLF TOURNAMENT**

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CJW & Associates - a Sedgwick Company  
JMI Reports  
MacNeill Group  
Markel Southeast  
National Risk Services  
Nautilus Insurance Group  
Risk Placement Services, Inc.  
RSUI Group, Inc.  
R-T Specialty  
R-T Specialty, LLC—Clearwater  
SCU  
SeaCoast Underwriters, Inc.  
Sutton Inspection Bureau Risk Specialists  
TAPCO Underwriters, Inc.  
Tower Hill Insurance Group, LLC



### **FISHING TOURNAMENT & PRIZES**

TAPCO Underwriters, Inc.

### **FISHING TOURNAMENT — BOAT SPONSOR**

AmWINS Group, Inc.

HSB Specialty Insurance Company

McLarens

SCU

Vela Insurance Services

### **THURSDAY TOUR & LUNCHEON**

Atlantic Casualty Insurance Company

### **THURSDAY EVENING RECEPTION**

Abercrombie, Simmons & Gillette, Inc.

AmRisc, LLC

Beazley Group

e2Value

Hull & Company

MacNeill Group, Inc.

Navigators, A Brand of The Hartford

Western World Insurance Group

York Risk

### **BOTTLE OF RED/BOTTLE OF WHITE**

R-T Specialty, LLC

### **THURSDAY HOSPITALITY RECEPTION**

Burns & Wilcox

### **PHOTOGRAPHY**

SCU

### **RAFFLE SPONSORS**

Advanced E&S Group

Colony Specialty

Johns Eastern Company, Inc.

Johnson & Johnson

MUSIC

National Fire & Marine Insurance Company

Nautilus Insurance Group

Risk Placement Services, Inc.

Risk Strategies Company

risksmith Insurance Services

RLI

SeaCoast Underwriters, Inc.

Socius Insurance

Sutton Inspection Bureau Risk Specialists

### **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 Boca Raton Resort & Club in Boca Raton, Florida, site of the 60th Anniversary FSLA Annual Convention, August 5-7, 2020.

Drawing held during the Thursday Business Session. Must be present to win.

### **Sponsors -**

Thank you for your generous donations for the 2019 Welcome Bags.









# 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.





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

Barbara Jean Metz  
Doug Metz, MBA, ARM, CPCU, CRM, CIC  
Mike Swinney

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

Harvey Sheldon, CPCU

**AFCO Direct**

Kevin Bolger

**All Risks, Ltd.**

Nick Cortezi  
Don Deising  
Steve Kass  
Paul Sipos

**AmRisc, LLC**

Katrina Martin  
Lisa Norwood, CPCU, CISR

**AmWINS - Palm Beach Gardens**

Hillary Knightes  
Robin Schommer

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

Matt Janicki, CIC

**Appalachian Underwriters, Inc.**

Mark Arnold

**Atlantic Casualty Insurance Company**

James Bass  
Sheri McKee, CPCU, AU, ASLI

**Beazley Group**

Katie Lamothe

**Braishfield**

John Barfield

**Brown & Riding**

Dawn Gordon, CPCU

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

Chris Siegel, CIC, CRIS, ARM, AAI

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

Steve Page  
Amanda Ruppel

**Capital City Consulting, LLC**

Megan Fay  
Ashley Kalifeh, Esq.  
Ron LaFace, Jr., Esq.  
Dan Newman

**CapSpecialty**

Anthony Anzalone  
Laura Anzalone

**CJW & Associates**

Skip Abrams  
Bob Floyd  
Jay Voelpel, CPCU, AIC

**Clearwater Underwriters, Inc.**

Guy Waters

**Colony Specialty**

Lindy Harlow, ASLI, AU, AIS, AINS  
Mallorie Harper

**Darla Moore School of Business, University  
of South Carolina**

Dr. Robert Hartwig

**DUAL North America**

Thomas Becker



**e2Value, Inc.**  
Skip Coan

**Engle Martin & Associates, Inc.**  
Megan Childress  
Todd Evans  
Richard Gray, ARM, SEC

**First City Insurers, LLC**  
Kristine Azar  
Bri Barron  
William Barron

**Florida House of Representatives**  
Paul Renner

**Florida Surplus Lines Service Office**  
Tiffany Andersen  
Georgie Barrett  
Jordan Mauro  
Sheila Pearson  
Debbie Pullen  
Gary Pullen  
Bryan Young  
Cyrus Yazdanpanah

**Frontline Insurance Company**  
Will Acree  
Heather Hudson

**General Star Insurance Company**  
Kathy Aurand, ARM, CIC

**GeoVera Specialty Insurance Company**  
Scott Garfield

**Globe Underwriting Ltd.**  
Ian Hemming  
Harry Talbot

**Gridiron Insurance Underwriters, Inc.**  
Dave DeMott, CPCU, AU, AMIM, ASLI, ARM

**Heritage MGA, LLC**  
Randy Jones, CPIA, AIIC, FIIC, ARM

**HSB Specialty Insurance Company**  
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Elaina Broadwell  
Barry Pickerel, CIC  
David Schraeder  
Jenn Wolf

**Hudson Specialty Insurance Company**  
Danielle Westen

**Hull & Company, LLC. - Ft. Lauderdale**  
David O'Keeffe

**Hull & Company, LLC. - Jacksonville**  
Bresch McCarthy

**Hull & Company, LLC. - St. Petersburg**  
Eric Colangelo  
Kathy Colangelo, ASLI, CIC

**I-Engineering, Inc.**  
Christopher Hiles  
Marybeth Hiles

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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 create a spectacular 59<sup>th</sup> Annual Convention.

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Virginia Clancy, ASLI, CIIP  
Erin O'Leary, AAI, TRS  
Michael Franzese, CPCU, CIC, CRM, ASLI, CPA

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Virginia Clancy, ASLI, CIIP  
Al Geraci, ASLI, ARM  
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, FSLSO  
Tracy Pafford, FSLSO

## Raffle

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



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