



# 2021

ANNUAL  
CONVENTION



**AUGUST 25 - 27, 2021**

THE VINOY® RENAISSANCE  
ST. PETERSBURG RESORT & GOLF CLUB  
ST. PETERSBURG, FL



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# 2021 ANNUAL CONVENTION



## FROM THE **PRESIDENT**

Welcome to the 2021 Annual FSLA Convention at The Vinoy® Renaissance St. Petersburg Resort & Golf Club. 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, we will begin with a Cyber Panel moderated by Robert Kenney of Risk Placement Services, Inc. and panelists Bryan Thornton (NetReaction), Joel Fehrman (Corvus Insurance), and Cynthia Zimmerman (Socius Insurance).

We're pleased to have Gary Pullen, Executive Director of FLSO, share an update from his office. The session will conclude with a conversation with Senator Jeff Brandes and Senator Jim Boyd, moderated by Ashley Kalifeh and Justin Day of Capital City Consulting. Following an afternoon of presentations, please join us for the Opening Night Reception and network with your colleagues.

On Thursday, we look forward to a legislative update from Ashley Kalifeh of Capital City Consulting. Then join us for a discussion of reinsurance with Julia Chu of Markel and Matthew Cohen of GuyCarpenter. We are honored to have the CEO of one of the top 10 insurance brokers in the country, Powell Brown of Brown & Brown Insurance, to close our morning session. Afternoon activities include golf at The Vinoy® Renaissance St. Petersburg Golf Club, a fishing tournament embarking from The Vinoy® Renaissance Resort Marina, or lunch at Teak, followed by tours at the Museum of Fine Arts and St. Petersburg History Museum. The convention will conclude Thursday evening with a reception, banquet dinner, and raffle, followed by a hospitality reception.

At the convention, you'll hear us highlight the 2021 Florida Legislative Session, during which significant issues affecting the surplus lines market were introduced. Legislation that sought to treat the surplus lines market like the admitted market—regulating policy language—was introduced. We were able to successfully make the case that form flexibility was a hallmark of our business and that hindering our ability to design policies is bad for the market and bad for consumers.



Significant property insurance reform passed, including important provisions reigning in the one-way attorney's fee abuse. We worked with legislators and our partners to ensure that surplus lines were part of that discussion. Lastly, flood insurance was permanently exempted from the diligent effort law after years of advocacy and continued extensions of its sunset date. Hopefully, it sets the table for more extensive discussion on the continued utility of the current diligent effort process. Session is always a busy time, but with our multifaceted approach—policy advocacy, public relations, and political engagement—we continue to be more successful than ever.

Continuing our work to promote surplus lines in Florida, FSLA retained the services of a public relations firm.

Our communications efforts continue to raise awareness of the industry's role and how a vibrant and competitive surplus lines market is vital to Florida's economic growth. In 2021, proactive public relations efforts included messaging on COVID-19 resources for businesses, hurricane preparation and a continued educational series of "Did You Know" facts about our industry. Since January, our earned news has been published in *Florida Politics*, *Orlando Sentinel*, *The Invading Sea*, *South Florida Sun-Sentinel* and local television throughout the state, garnering close to 8 million in potential media viewership.

We believe more progress can be made 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 a 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 acknowledge our Executive Management Team, directed by Jillian Heddaeus; Ashley Kalifeh of Capital City Consulting; WSIA; FSLSO; and Allison Aubuchon Communications for their support of the FSLA this year. Through your actions, the FSLA continues to be a successful, relevant, and nationally recognized association.

Thank you, and enjoy the 2021 FSLA Convention.

**Michael Franzese**, CPCU, CIC, CRM, ASLI, CPA  
FSLA President





## FROM THE **EXECUTIVE DIRECTOR**

### **Welcome to the 2021 Annual FSLA Convention!**

On behalf of the FSLA Board of Directors and Executive Staff at Partners in Association Management (PIAM), we welcome you to St. Petersburg and the 2021 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 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, FSLA





# 2021 ANNUAL CONVENTION



**Jillian Heddaeus, CMP, IOM**

Jillian Heddaeus, CMP, IOM, holds 15 years' experience in association management event planning. She has worked in the capacity as an executive director for both state and national associations. She is a graduate of the Institute of Organizational Management at the University of Georgia. She previously served on the board of the Tallahassee Society of Association Executives. She is a previous winner of the "Association Professional of the Year" from TSAE. Ms. Heddaeus holds a B.S. degree in Information Systems from The Florida State University.





## THE FLORIDA SURPLUS LINES ASSOCIATION & 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, retail agencies, 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 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 60 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**

Dave DeMott, CPCU, AMIM, AU,  
ASLI - Chair  
John Barfield  
Jason Bryant  
R.C. Chaffin, CIW  
Virginia Clancy, ASLI, CIIP  
Kathy Colangelo, ASLI, CIC  
Troy Fornof  
Amanda Ruppel  
Harvey Sheldon, CPCU  
Michael Franzese, CPCU, CIC, CRM,  
ASLI, CPA - FSLA President

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#### **FSLA SURPAC COMMITTEE**

Don Deising - Chair  
Jason Bryant  
Michael Franzese, CPCU, CIC, CRM,  
ASLI, CPA - FSLA President



# FLORIDA SURPLUS LINES ASSOCIATION BOARD OF DIRECTORS







### **PRESIDENT**

Michael J. Franzese, CPCU, CIC, CRM, ASLI, CPA  
R-T Specialty, LLC

### **PRESIDENT-ELECT**

Kathy Colangelo, ASLI, CIC  
Hull & Company, Inc.

### **TREASURER**

Harvey A. Sheldon, CPCU  
Advanced E&S of Florida, Inc.

### **SECRETARY**

Dave DeMott, CPCU, AMIM, AU, ASLI  
GridIron Insurance Underwriters

### **DIRECTOR**

Don Deising  
R-T Specialty, LLC

### **DIRECTOR**

Albert Geraci, ARM, ASLI  
Risk Placement Services, Inc. - Ft. Lauderdale

### **DIRECTOR**

Virginia Clancy, ASLI, CIIP  
TAPCO Underwriters, Inc.

### **PAST PRESIDENT'S REPRESENTATIVE**

Steven M. Finver  
Risk Placement Services, Inc. - Ft. Lauderdale

### **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





# 2021 ANNUAL CONVENTION

**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

**2017-2019**

Erin K. O'Leary





# CONVENTION **SCHEDULE**





# 2021 ANNUAL CONVENTION

## WEDNESDAY **AUGUST 25**

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

### **Registration**

*Palm Court Foyer*

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

### **Grab N' Go Lunch**

*Palm Court Foyer*

2:00 P.M. - 2:15 P.M.

### **Welcome, Introductions & Business Meeting**

*Palm Court Ballroom*

2:15 P.M. - 3:45 P.M.

### **Cyber Panel**

Moderator:

Robert Kenney, RPLU  
Risk Placement Services, Inc.

Panelists:

Joel Fehrman, Corvus Insurance

Bryan Thornton, CISSP  
NetReaction

Cynthia Zimmerman, RPLU, ACRA  
Socius Insurance

*Palm Court Ballroom*

3:45 P.M. - 4:00 P.M.

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

*Palm Court Foyer*

4:00 P.M. - 4:30 P.M.

### **Business Session**

Gary D. Pullen  
Executive Director, FLSO  
*Palm Court Ballroom*

4:30 P.M. - 5:00 P.M.

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

*Palm Court Foyer*

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

### **Conversation with Senator Jim Boyd and Senator Jeff Brandes**

Moderators:

Ashley Kalifeh, Esq.  
Capital City Consulting

Justin Day  
Capital City Consulting  
*Palm Court Ballroom*

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

### **Opening Reception**

*Palm Court Foyer & Courtyard*

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

### **Dinner on Your Own**

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

### **Hospitality Reception**

*Fred's Cellar and Patio*





## **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 **AUGUST 26**

7:45 A.M. - 8:30 A.M.

**Continental Breakfast**

*Palm Court Foyer*

8:30 A.M. - 9:15 A.M.

**Legislative Update**

Ashley Kalifeh, Esq.  
Capital City Consulting, LLC  
*Palm Court Ballroom*

9:15 A.M. - 10:30 A.M.

**State of Reinsurance Market**

Moderator:  
Dave DeMott, CPCU, AMIM, AU,  
ASLI  
GridIron Insurance Underwriters

Panelists:  
Julia Chu, FCAS, MAAA  
Markel Corporation

Matthew P. Cohen, CPCU, ARE  
GuyCarpenter  
*Palm Court Ballroom*

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

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

*Palm Court Foyer*

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

**Keynote Presentation**

Powell Brown, CPCU  
CEO, Brown & Brown Insurance  
*Palm Court Ballroom*

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

**Announcements**

*Palm Court Ballroom*

**Thursday Afternoon Activities**

(additional fees apply)

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

**Luncheon and Museum Tours**

12:30 P.M. - 2:30 P.M.

**Lunch at Teak St. Petersburg**

3:00 P.M. - 4:00 P.M.

**Docent Led Tour of Museum  
of Fine Arts (MFA)**

4:15 P.M. - 5:00 P.M.

**Self-led tour of St. Petersburg  
Museum of History**

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

**The FSLA Tom Enright Classic**

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

**Let's Go Fishing Tournament**

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

**Reception**

*Marchand's*

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

**Banquet Dinner & Raffle**

*Vinoy Grand Ballroom*

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

**Hospitality Reception**

*Canopy Rooftop Lounge  
340 Beach Drive NE  
(Atop the Birchwood)*

\*Golf and fishing times are  
subject to change.





## TRANSPORTATION

### **FISHING**

Walk directly across the street from hotel at the Vinoy® Marina entrance at 12:30 p.m. for lunch before departing at 1:00 p.m.

### **TOUR**

Transportation will be provided from the hotel lobby. Leaving promptly at 12:15 p.m.

### **GOLF**

Participants will meet shuttle in the hotel lobby starting at 12:00 p.m. Shuttles will run every 15 minutes from lobby to course. Boxed lunches will be pre-loaded into carts, and the tournament will begin promptly at 1:00 p.m.



## FRIDAY **AUGUST 27**

*No FSLA sponsored activities planned. Enjoy St. Petersburg and The Vinoy® St. Petersburg Resort & Golf Club.*

*A voucher (value up to \$15) has been provided with your name badge. The voucher is valid on Friday, August 27 at the hotel restaurant for breakfast service.*

*FSLA has negotiated a rate of \$86 for those who are staying on Friday and would like to play golf. Please contact the The Vinoy® Renaissance St. Petersburg Golf Club at 727.896.8000 to reserve a tee time.*

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





## 2021 **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.**

### **WEDNESDAY**

### **BUSINESS SESSION**



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

Executive Director  
Florida Surplus Lines Service Office

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 40 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 41 years of insurance experience, he has worked in both the public and private sectors with expertise in regulatory and legislative fields and association management. He has held various positions within Florida's insurance industry throughout his career, 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.



## **WEDNESDAY**

# CONVERSATION WITH **FLORIDA LEGISLATORS**

### **Senator Jim Boyd**

Boyd, CEO of Boyd Insurance and Investment Services, has a long history of public service. He was first elected to the Palmetto City Council in 1989 and went on to serve as the city's mayor and vice-mayor. He also served as fire commissioner for the North River Fire District and a volunteer firefighter/EMT. He brought his leadership skills and conservative agenda for eight years in the Florida House and was elected to the Florida Senate in 2020.

Boyd's uncle, Wilbur Boyd, served in the Florida House and Senate in the 1960s and 1970s, and his grandfather, Hugh E. Boyd, served in the Florida House in the 1940s.

He earned a bachelor's degree from Florida State University in 1978. He and his wife of 37 years, Sandy, live in Bradenton. Their adult children, Ansley and Austin, both reside in Manatee County with their families.





## 2021 **SPEAKERS**

### **WEDNESDAY**

## CONVERSATION WITH **FLORIDA LEGISLATORS**

### **Senator Jeff Brandes**

Brandes, a true Florida native, was born and raised in St. Petersburg. During his high school summers, Jeff learned the value of hard work and integrity while working in the lumber yard of his family's business, Cox Lumber Co.



Like his father and grandfathers before him, Jeff had a deep-rooted desire to serve his country. He joined the United States Army shortly after graduating high school. After graduating from Marion Military Institute in Marion, Alabama, he attended Florida Southern College and subsequently Carson-Newman College in Jefferson City, Tennessee, where he graduated in 1999 with a degree in Business Administration.

Following his college graduation, Jeff moved to Grand Cayman, where he served in the hospitality industry, working for the Marriott Corporation, and met his wife, Natalie. After September 11, 2001, Jeff returned to Florida, where he joined a local U.S. Army Reserve unit and began pursuing his interest in real estate.

In February of 2003, Jeff was called to active duty and sent to Iraq to fight in Operation Iraqi Freedom. He was assigned to the 101st Airborne Division and, as a First Lieutenant, served honorably, leading over 75 convoys throughout various regions of Iraq during his fourteen months of deployment.

After returning from Iraq, Jeff joined Cox Lumber Co. as part of its real estate development team. After the company was sold to HD Supply in 2006, Jeff obtained his real estate broker's license and Certified Property Manager designation, taking over managing the family's real estate portfolio.

Frustrated by the status quo's lack of leadership, Jeff ran for the Florida House of Representatives in 2010 and defeated a two-term incumbent in one of the state's most competitive districts.

In 2012, Jeff successfully ran for the Florida Senate and was re-elected in 2014, 2016, and 2018.



## THURSDAY

### KEYNOTE SPEAKER



#### **Powell Brown, CPCU**

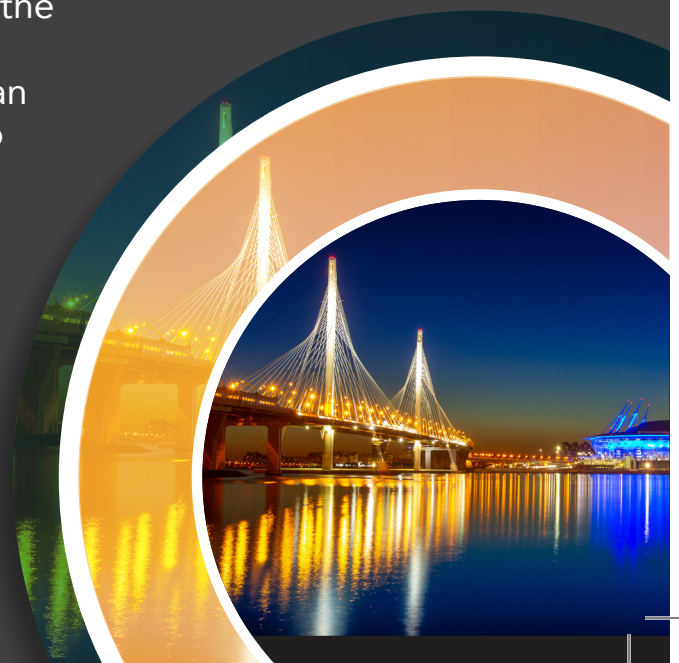
President & Chief Executive Officer  
Brown & Brown Insurance

Always seeking “truth tellers” who share a relentless commitment to deliver innovative customer solutions, Powell Brown’s leadership has driven Brown & Brown’s more than 90% growth in revenue and more than 160% growth in net income since he was named Chief Executive Officer in 2009.

Powell’s unwavering focus on strategic expansion, efficient operations, innovation, and teammate engagement sets the course for Brown & Brown’s 10,000 teammates in 240+ offices across 42 states in the United States, and in Bermuda, the Cayman Islands, and the United Kingdom. During his 24-year tenure, Powell has held multiple leadership positions across Brown & Brown’s business segments. In 2007, he was named President and appointed to the company’s Board of Directors.

Powell holds the professional designation of Chartered Property Casualty Underwriter (CPCU).

He is a graduate of the University of Florida and holds an MBA from Duke University. He currently sits on the Board of Directors and serves on the Audit and Finance Committees for the WestRock Company, an international paper and package company. He also serves on the Board for Camp Boggy Creek, a nonprofit camp for chronically ill children.





# 2021 **SPEAKERS**

## **THURSDAY**

### **LEGISLATIVE UPDATE**

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

Capital City Consulting is a full-service government 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 the recipients of the first Lobbying Firm of the Year award by Influence Magazine. Individual members of the firm have been recognized subsequently as tops in their respective fields, including insurance, health care, and education.

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



**Ashley Kalifeh, Esq.**  
Capital City Consulting, LLC



**Justin Day**  
Capital City Consulting, LLC

## **WEDNESDAY**

### **CYBER PANEL**



**Joel Fehrman**  
Corvus Insurance



**Robert Kenney**  
RPLU  
Risk Placement Services, Inc.



**Bryan Thornton**  
CISSP  
NetReaction



**Cynthia Zimmerman**  
RPLU, ACRA  
Socius Insurance

## **THURSDAY**

### **STATE OF THE REINSURANCE MARKET**



**Julia Chu**  
FCAS, MAAA  
Markel Corporation



**Matthew P. Cohen**  
CPCU, ARE  
GuyCarpenter



**Dave DeMott**  
CPCU, AMIM, AU, ASLI  
Gridiron Insurance Underwriters



A white egret stands on a large, textured rock in the foreground. The bird is facing left, with its long neck curved. The background is a lush tropical scene with palm trees and other foliage, some of which are out of focus. The image is decorated with several overlapping circles in shades of green and gold. The text "2021 ANNUAL CONVENTION" is positioned at the top center.

# 2021 ANNUAL CONVENTION





## 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  
Nationwide

**BOTTLED WATER**

Florida Surplus Lines Service  
Office, Inc.

**ROOM KEY CARDS**

Johnson & Johnson

**ATTENDEE LANYARDS**

McLarens

**PHOTOGRAPHY**

CRC Group

**REGISTRATION GRAB N' GO  
LUNCH**

Engle Martin & Associates  
Markel Southeast  
Ryan Turner Specialty  
Strickland General Agency  
TAPCO Underwriters, Inc.

**WEDNESDAY BUSINESS  
SESSION BEVERAGE BREAK**

Argo Group US, Inc.  
DUAL North America

**THURSDAY BUSINESS SESSION  
BEVERAGE BREAK**

HSB Specialty Insurance  
Company

**OPENING NIGHT RECEPTION**

AmRisc, LLC  
Core Specialty  
CRC Group  
Engle Martin & Associates  
Florida Surplus Lines Service  
Office, Inc.  
James River Insurance Company  
Lloyd's  
Mesa Underwriters Specialty  
Insurance Company  
Prime Insurance Company  
Ryan Turner Specialty  
Shelly, Middlebrooks & O'Leary,  
Inc.  
Western World Insurance  
Company

**WEDNESDAY HOSPITALITY  
SUITE**

Markel Southeast

**CONTINENTAL BREAKFAST**

Gridiron Insurance Underwriters  
Hudson Specialty Insurance  
Company  
Nautilus Insurance Group (a  
Berkley Company)  
Penn-America Group  
Ryan Turner Specialty  
Sutton Inspection Bureau of  
Florida



**GOLF TOURNAMENT**

RSUI Group, Inc.

**GOLF TOURNAMENT  
BEVERAGES**

St. James Insurance Group, Inc.

**GOLF HOLE SPONSORS**

Amwins Brokerage of Florida

Crawford and Company

CRC Group

Hull & Company, LLC

MacNeill Group

Markel Southeast

National Risk Services

Nautilus Insurance Group (a  
Berkley Company)

Risk Placement Services

RSUI Group, Inc.

Ryan Turner Specialty

SeaCoast Underwriters, Inc.

Sedgwick Delegated Authority

SLB Insurance Group

Sutton Inspection Bureau of  
Florida

TAPCO Underwriters, Inc.

**FISHING TOURNAMENT &  
PRIZES**

TAPCO Underwriters, Inc.

**FISHING TOURNAMENT BOATS**

Amwins Brokerage of Florida

Braishfield

CRC Group

McLarens

Ryan Turner Specialty

**BOTTLE OF RED/BOTTLE OF  
WHITE**

Ryan Turner Specialty

**THURSDAY EVENING  
RECEPTION**

e2Value, Inc.

Hull & Company, LLC

MacNeill Group

Nationwide

Ryan Turner Specialty

Sedgwick

**THURSDAY HOSPITALITY  
RECEPTION**

Burns & Wilcox of Tampa

**RAFFLE SPONSORS**

Advanced E&S Group

Braishfield

Bridge Specialty Group

Johns Eastern Company, Inc.

Johnson & Johnson

Mesa Underwriters Specialty

Insurance Company

National Fire & Marine Insurance  
Company

Nautilus Insurance Group (a  
Berkley Company)

ricksmith Insurance Services

Risk Placement Services

RLI

SeaCoast Underwriters, Inc.

Socius Insurance

Sutton Inspection Bureau of  
Florida





# 2021 ANNUAL CONVENTION

## **BUSINESS SESSION DOOR PRIZES**

Frontline Insurance

National Risk Solutions, A Division  
of Hull & Co

## **CONTRIBUTORS**

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

Florida Surplus Lines Service  
Office, Inc.

## **PUBLICATIONS**

Insurance Journal

## **GOLF BALL DONATION**

National Fire & Marine Insurance  
Company

## **GRAND PRIZE GIVEAWAY**

One night weekend stay at The  
Vinoy® Renaissance St.  
Petersburg Resort & Golf Club.  
Drawing held during the  
Thursday Business Session. Must  
be present to win.

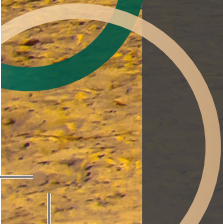

## **SPONSORS**

Thank you for your generous  
donations for the 2021 Welcome  
Bags.


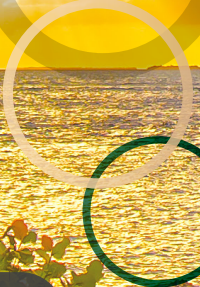





## EVENT **ATTENDEES**



**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.**





**Advanced E&S Group, a division  
of One80 Intermediaries**  
Harvey Sheldon, CPCU

**AFCO Direct**  
Kevin Bolger

**Amelia Underwriters**  
Wes Sheffield  
Anthony DiBuono

**Amwins**  
Robin Schommer  
Hillary Knightes

**Amwins Brokerage of Florida,  
Inc. - Jacksonville**  
Matt Janicki, CIC

**Amwins Brokerage of Florida,  
Inc. - Palm Beach**  
Kevin Madden

**Argo Group US, Inc.**  
Mallorie Harper  
Ben Wright

**Beazley**  
Sarah Peters, ACII

**BHI Digital**  
Kevin Ware

**BindHQ**  
Barrie Arnold

**Braishfield/Bridge Specialty**  
John Barfield

**BRIT Global Specialty**  
Tracy Wade

**Brown & Brown Insurance**  
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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 2021 Annual Convention.

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Virginia Clancy, ASLI, CIIP

### **Convention Committee**

Kathy Colangelo, ASLI, CIC

Michael Franzese, CPCU,  
CIC, CRM, ASLI, CPA

Bresch McCarthy

Tonya Rivera

### **Golf Tournament**

Roger Maharaj, AAI, ASLI

### **Fishing Tournament**

Michael Franzese, CPCU,  
CIC, CRM, ASLI, CPA

### **Onsite Program**

Kimberly Mask, FSLSO

Tracy Pafford, FSLSO



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