



August 9 - 11, 2023

The Breakers® Palm Beach  
Palm Beach, FL

# 2023 Annual Convention



Paradise Found  
IN THE SUNSHINE STATE





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# From the President



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**Welcome to the FSLA Convention at The Breakers®  
Palm Beach! On behalf of your FSLA Board of Directors, we  
hope you enjoy this beautiful property and find the  
Convention beneficial for you and your business.**

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I hope this letter finds you in good health and high spirits. It is my utmost pleasure to extend a warm welcome to all of you. I'm pleased you have joined us at the 2023 Florida Surplus Lines Association Convention! As the President of this esteemed association, I am excited to announce the details of this year's event, which promises to be our most memorable gathering yet.

Our team has worked diligently to create a program that encompasses a wide range of topics and activities tailored specifically to the needs and interests of our members.

This year's convention will feature insightful keynote presentations from industry leaders, a thought-provoking panel discussion, a legislative update as well as updates from both the Florida Surplus Lines Service Office and the Florida Office of Insurance Regulation. These presentations are all designed to enhance your knowledge, stimulate discussions, and foster meaningful connections within our surplus lines community.

Of course, it wouldn't be a Florida Surplus Lines Association Convention without some well-deserved downtime. We have planned exciting social events that will allow you to relax, network, and enjoy the vibrant atmosphere of Palm Beach. From receptions to our Thursday afternoon activities to the banquet dinner and raffle, we aim to create an environment that fosters camaraderie and strengthens the bonds within our association.

On behalf of the Florida Surplus Lines Association, I extend my deepest appreciation for your continued support and dedication to our industry. Together, let us seize this opportunity to learn, connect, and thrive as we navigate the ever-evolving landscape of the surplus lines market.

I eagerly anticipate meeting you in person during the convention.

Warm regards,

**Don Deising**

President, Florida Surplus Lines Association

## Don Deising, President

Don Deising serves as Office President at the Orlando office of R-T Specialty, an Insurance company with an estimated 1,096 employees, founded in 2010. His expertise is in the Environmental and Construction Professional (ECP) practice, which specializes in environmental insurance, environmental risk management, and construction-related professional liability. RT ECP offers agents and brokers single-point access to an expansive portfolio of products and services.

Don is a C-level manager and a graduate of the University of Florida.



# From the Executive Director



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## Welcome to the 2023 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 Palm Beach and the 2023 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 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, FSLA



## Jillian Heddaeus, CMP, IOM

Jillian holds over 15 years' experience in association and organizational management. She works in the capacity as an executive director for both state and national associations and specializes in financial and information management. She is a graduate of the Institute of Organizational Management presented by the U.S. Chamber of Commerce. She previously served on the board of the Tallahassee Society of Association Executives and is a previous winner of the "Association Professional of the Year" from TSAE. Jillian holds a B.S. degree in Information Systems from The Florida State University.



*Florida Surplus Lines Association* Board of Directors





**PRESIDENT**

**Don Deising • R-T Specialty, LLC**

**PRESIDENT-ELECT**

**Dave DeMott, CPCU, AMIM, ASLI • GridIron Insurance Underwriters**

**TREASURER**

**Virginia Clancy, ASLI, CIIP • TAPCO Underwriters, Inc.**

**SECRETARY**

**Al Geraci, ARM, ASLI • Risk Placement Services, Inc. - Ft. Lauderdale**

**DIRECTOR**

**Darren Marsh • SLB Insurance Group**

**DIRECTOR**

**Bresch McCarthy • Hull Jacksonville - A Division of Bridge Specialty**

**DIRECTOR**

**Tonya Rivera • Johnson & Johnson, Inc., CMGA – St. Petersburg**

**DIRECTOR**

**Chris Siegel, RPLU, CIC, CRIS, ARM, AAI • Burns & Wilcox**

**INSURANCE COMPANY REPRESENTATIVE**

**William Floros • Nautilus Insurance Group**

**INSURANCE COMPANY REPRESENTATIVE**

**Tim Scollo • Markel Corporation**

**YOUNG AGENTS REPRESENTATIVE**

**Amanda Ruppel • CRC Group - Tampa**

**RETAIL AGENTS REPRESENTATIVE**

**Cole Shannahan • Iroquois Group**

**PAST PRESIDENT'S REPRESENTATIVE**

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

**EXECUTIVE DIRECTOR**

**Jillian Heddaeus, CMP, IOM • Partners in Association Management**

**FSLA LOBBYIST**

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

**FSLA PUBLIC RELATIONS CONSULTANT**

**Allison Aubuchon, APR • Allison Aubuchon Communications**

# *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 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.

For over 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.

# 2024 SurPAC Campaign Cycle\* Goal

Over the last 60+ years, the Florida Surplus Lines Association has been working to ensure that the surplus lines marketplace can operate as an effective safety valve for distressed risks and a robust solution for emerging and niche risks. This is accomplished by advocating for regulatory consistency, ensuring the continued freedom of rate and form, and removing consumer impediments to affordable, quality products.

To fully fund a program that supports legislative leaders and provides support in key open seats, we have proposed a target of raising \$200,000 during the 2024 campaign cycle. The goal is achievable and reflects both the opportunities and threats we face as an industry.

We ask that you consider becoming a multi-year contributor. Your support is vital in helping SurPAC become the

invaluable, sustainable resource our organization needs it to be.

- **Founding Sustainer:** \$5,000 Annual Contribution (\$10,000 per 2-year cycle)
- **Supporter:** \$2,500 Annual Contribution (\$5,000 per 2-year cycle)
- **Friend:** \$1,000 Annual Contribution (\$2,000 per 2-year cycle)

Your support for our PAC (political action committee) helps ensure we have eyes, ears and voices at the Capitol and in the media. Advocacy efforts are essential for organizations large and small throughout Florida. We have been able to educate lawmakers about our issues, forged new relationships, and seen positive feedback and renewed appreciation for the role of surplus lines.

\*2024 Cycle - November 1, 2022 - November 1, 2024



**Help FSLA continue to participate in the legislative process. Investment into the SurPAC means investment into the profession and its well-being for years to come.**



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**FSLA LEGISLATIVE & SURPAC COMMITTEE**

**Legislative Chair: Dave DeMott, CPCU, AMIM, ASLI**

**SurPAC Chair: Al Geraci, ARM, ASLI**

John Barfield

Virginia Clancy, ASLI, CIIP

William Floros

Troy Fornof

Darren Marsh

Steve Page

Amanda Ruppel

Cole Shannahan

Chris Siegel

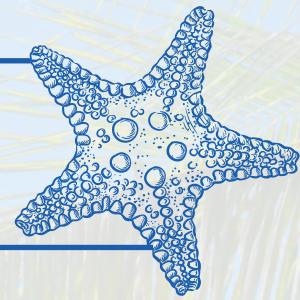
Don Deising – FSLA President



**SurPAC**  
*The Voice of Surplus Lines*

# 2024 SurPAC Campaign Cycle\* Goal

**2024 SurPAC campaign cycle goal:**  
**\$200,000**



## Thank you for your contributions:

### **\$4,000+**

Risk Placement Services, Inc.

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### **\$3,000+**

Amwins Brokerage of Florida

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### **\$2,500+**

AmRisc Group  
Atlantic Casualty Insurance Company  
Brit Group Services Limited  
Century Insurance Group  
Core Specialty  
Falls Lake Fire and Casualty Company  
Markel Corporation  
Nationwide E&S / Specialty  
Nautilus Insurance Group

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### **\$1,500+**

Burns & Wilcox, Ltd.  
CRC Group  
SLB Insurance Group

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### **\$1,000+**

All Risks, Ltd., A Ryan Specialty  
Group Company  
Amelia Underwriters  
Appalachian Underwriters, Inc.  
Bass Underwriters – Plantation  
Berk, Merchant & Sims, PLC.  
Breckenridge Insurance Services

### **\$1,000+ con't.**

Brown & Riding  
DUAL North America  
Engle Martin  
Everglades Underwriters, Inc.  
First City Insurers, LLC  
GIC Underwriters, Inc.  
Gridiron Insurance Underwriters, Inc.  
Johns Eastern Company, Inc.  
Johnson & Johnson, Inc., CMGA  
- St. Petersburg  
MacNeill Group, Inc.  
Millennial Specialty Insurance LLC  
Miller Insurance Services, LLP  
North American Risk Service, Inc.  
Orchid Insurance  
Program Underwriters, LLC  
risksmith Insurance Services  
RYAN Specialty Underwriting Managers  
Socius Insurance – Tampa  
Southern Insurance Underwriters, Inc.  
TAPCO Underwriters, Inc.  
US Risk  
Vanguard Adjusters Group  
Varney Agency Tampa  
W&S Underwriters, Inc.  
World Risk Management, LLC

## **CONTRIBUTORS**

Bailey Special Risks, Inc.  
Bridge Specialty Group  
Insurance Partners Consortium  
McLarens  
National Fire & Marine  
National Risk Solutions, A Division of  
Hull & Company, Inc.

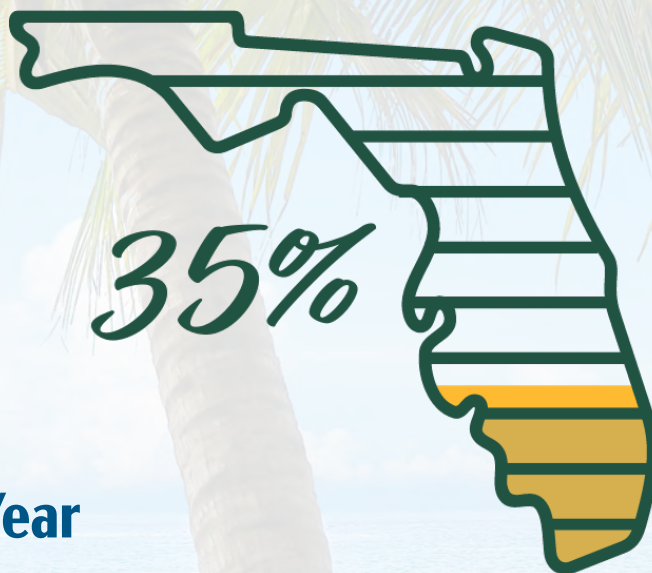
Prime Insurance Co.  
RSUI Group, Inc.  
R-T Specialty  
Shelly, Middlebrooks & O'Leary, Inc.  
Socius Insurance - Miami Beach  
South Bay Acceptance Corp – SBAC  
XS Brokers

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**Help us reach our goal!**

**Contribute today at:  
[myFSLA.com/surpac](https://myFSLA.com/surpac)**

**Totals Represent Two-Year  
Cycle Contribution**



# FSLA's PR Highlights

## 2023 IN REVIEW Key Accomplishments:

The FSLA communications team worked closely with advocacy leads to support materials highlighting policy priorities and efforts to improve the health of the marketplace. Content included handouts, social media updates and an on-site video with FSLA members at the Capitol.

Public Relations Handled By:



**allison aubuchon**  
COMMUNICATIONS



With attainable housing solutions a priority for lawmakers to address this Session, FSLA President Don Deising submitted an opinion piece on the issue touching on the role insurance plays in it -- the piece was published by the Orlando Sentinel.

FSLA cheered the work of lawmakers prioritizing civil justice reforms this year, thanking lawmakers for the passage of HB 837.







To shine a light on the amazing members of FSLA, we kicked off a member profile series, the first featuring FSLA board member Al Geraci.

FSLA highlighted the work of members supporting and connecting with the future of the industry, spotlighting those out and about sharing opportunities with students.



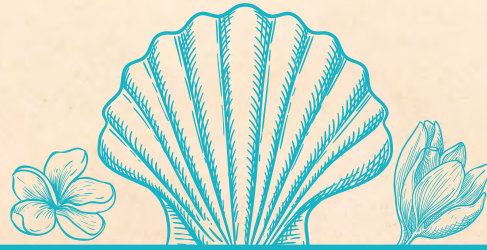
In addition to sharing unique content, FSLA worked to amplify partner content on Twitter, retweeting tips and resources to broaden the account's reach and build goodwill and engagement among agency, leadership and industry accounts.



Hurricane tips for businesses remain a focus throughout the season, with tools and tactics including: tip graphics, a video featuring partners and expert panelists, and a regionally released press release focusing on flood insurance and resilience.



# Become a Member of the FSLA Guardian Council



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**This annual membership is available to members who wish to provide additional support to the association. FSLA “Guardian Council” Members make a direct impact, supporting increased efforts to communicate the importance of surplus lines. This includes public relations initiatives, member networking and educational offerings and opportunities to engage with educational institutions to create and foster connections with the future of the industry.**

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## FSLA Guardian Council Members will receive the following additional benefits:

- Invitations to legislative receptions and FSLA hosted dinners to support candidates with interests concerning the industry
- Invitation for a company representative to attend an FSLA private hosted dinner, prior to the start of the Annual Convention
- Complimentary registration for one (1) first-time attendee from your organization to attend the FSLA Annual Convention
- Recognition throughout the year in member communication and the FSLA Website
- Recognition during the FSLA Annual Convention
- Exclusive access – annual call with executive committee regarding concerns or initiatives

**Dues:** Sustaining annual contribution of \$5,000, plus annual dues based on membership category.

## Thank you to our Guardian Council Members!

**AMWINS**<sup>®</sup>



**BASS**  
UNDERWRITERS



**BRIDGE  
SPECIALTY  
GROUP**

Aligning Risks  
with Greater Reach

**GRIDIRON**



*Johnson & Johnson*  
The Experience of the Past with a Vision for the Future



**RYAN  
TURNER  
SPECIALTY**



**Tapco**



**CRC Group**

Wholesale & Specialty

# 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

**2017-2019**

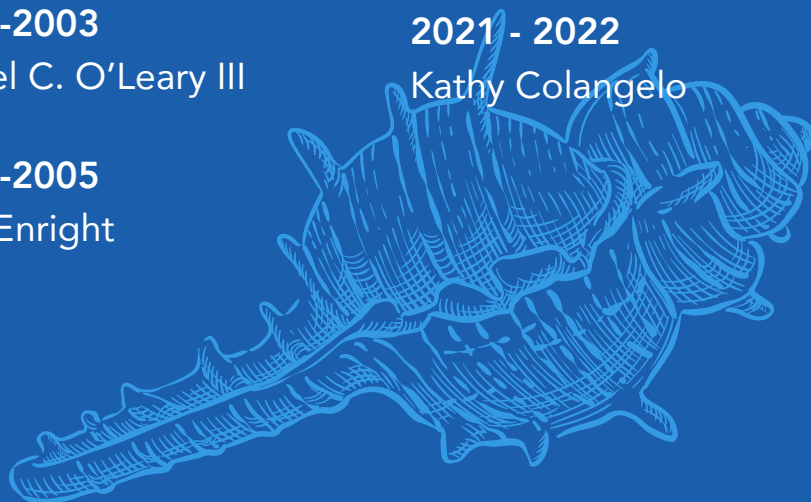
Erin K. O'Leary

**2019-2021**

Michael J. Franzese

**2021 - 2022**

Kathy Colangelo





# *Convention* Schedule



# Wednesday August 9

11:30 A.M. - 6:00 P.M.

## **REGISTRATION**

*Ponce de Leon Foyer*

11:30 A.M. - 1:30 P.M.

## **GRAB N' GO LUNCH**

*Ponce de Leon Foyer*

2:00 P.M. - 2:30 P.M.

## **WELCOME, BUSINESS MEETING & BOARD INSTALLATION**

*Ponce de Leon Ballroom*

2:30 P.M. - 3:45 P.M.

## **PANEL PRESENTATION**

*Ponce de Leon Ballroom*

## **THE PROGRAM BUSINESS PROCESS & OPPORTUNITY**

Moderator: Dave DeMott  
Gridiron Insurance Underwriters, Inc.

Panelists:

Hugh Burgess, Accelerant  
Eric White, RLI

3:45 P.M. - 4:30 P.M.

## **BUSINESS SESSION**

Mark Shealy  
Chief Financial Officer, FLSO  
*Ponce de Leon Ballroom*

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

## **BUSINESS SESSION BEVERAGE BREAK**

(Beer & Wine)

*Ponce de Leon Foyer*

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

## **KEYNOTE SPEAKER**

Michael Yaworsky  
Insurance Commissioner  
Florida Office of Insurance  
Regulation

*Ponce de Leon Ballroom*

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

## **OPENING RECEPTION**

## **CELEBRATING 25 YEARS OF FLSO**

*The Circle*

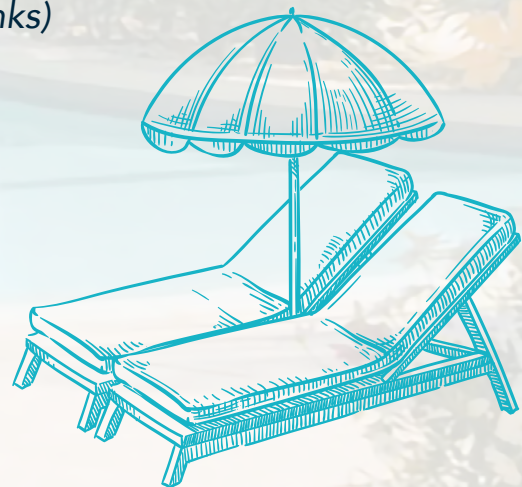
7:30 P.M.

## **DINNER ON YOUR OWN**

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

## **HOSPITALITY RECEPTION**

*HMF Bar*  
(MUST show convention badge to  
bartender for complimentary  
drinks)





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## **DRESS**

### **RECEPTIONS, HOSPITALITY & 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 Thursday afternoon activities.

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# Thursday August 10

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

## **SUNRISE BEACH WALK**

Start your day with a brisk walk and a beautiful sunrise.

Hosted by Tonya Rivera & Bresch McCarthy

Meet at Ponce de Leon Porte Cochere



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

## **BREAKFAST BUFFET**

Ponce de Leon Foyer

8:30 A.M. - 9:45 A.M.

## **LEGISLATIVE UPDATE**

Ashley Kalifeh, Esq.

Capital City Consulting, LLC

Ponce de Leon Ballroom

9:45 A.M. - 10:15 A.M.

## **BUSINESS SESSION BEVERAGE BREAK**

Ponce de Leon Foyer

10:15 A.M. - 11:30 A.M.

## **BUSINESS SESSION**

### **THE U.S. FLOOD INSURANCE MARKET**

Brad Turner

Associate Vice President &

National Product Manager, Flood

Burns & Wilcox

Ponce de Leon Ballroom

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

## **ANNOUNCEMENTS**

Ponce de Leon Ballroom

## **THURSDAY AFTERNOON ACTIVITIES**

(Pre-Registration Required)

12:00 P.M. - 5:30 P.M.\*

### **THE FSLA TOM ENRIGHT GOLF CLASSIC**

Buses load at 11:50 A.M. for a

12:00 P.M. departure

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

### **THE FSLA MICHAEL J. FRANZESE FISHING TOURNAMENT**

Buses load at 12:00 P.M. for a

12:15 P.M. departure

12:15 P.M. - 3:30 P.M.

### **PRIVATE LUNCH AND WINE TASTING WITH SOMMELIER JON WINE**

Buses load at 12:00 P.M. for a

12:15 P.M. departure

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

## **RECEPTION**

HMF Bar

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

## **BANQUET DINNER & RAFFLE**

The Circle

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

## **HOSPITALITY RECEPTION**

The Beach Club

\*Golf and fishing times are subject to change.



## **TRANSPORTATION**

### **GOLF**

Participants will begin loading at 11:50 A.M. from the Ponce de Leon Porte Cochere for departure promptly at 12:00 P.M.

### **FISHING**

Transportation will begin loading at 12:00 P.M. from the Ponce de Leon Porte Cochere for departure at 12:15 P.M. for Sailfish Marina Resort (boxed lunch provided at bus).

### **WINE TASTING**

Transportation will begin loading at 12:00 P.M. from the Ponce de Leon Porte Cochere for departure promptly at 12:15 P.M.

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# Friday August 11

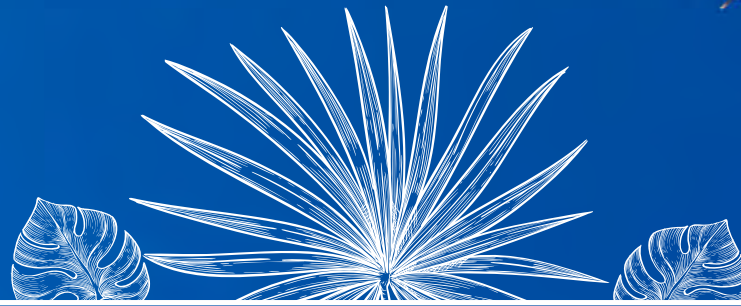
No FSLA sponsored activities planned. Enjoy The Breakers® Palm Beach and the Palm Beach area.

A voucher (value up to \$15) has been provided with your name badge. The voucher is valid on Friday, August 11 at the hotel restaurant for breakfast service.

**Name Badges are required for all meetings, receptions and events with the exception of Thursday afternoon activities.**



# Convention 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 *Panel* Presentation



**DAVE DEMOTT**  
Gridiron Insurance  
Underwriters, Inc.



**HUGH BURGESS**  
Accelerant



**ERIC WHITE**  
RLI



## Business Session

### MARK SHEALY

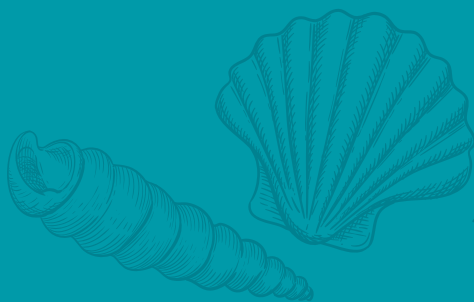
Florida Surplus Lines Service Office

Mark Shealy is the incoming Executive Director of the Florida Surplus Lines Service Office. He was FLSO's first CFO and one of the founding officers when the office first opened its doors. He was instrumental in developing many policies and procedures that still guide the office today.

Mark is a Florida State University graduate with a BS in Accounting and has over 25 years of experience in the insurance industry. At the beginning of his career, he worked as a financial regulator for the Department of Insurance. Most recently, he served as CFO and COO with a national claims entity, RYZE Claim Solutions. Prior to that, Mark held the positions of COO, CFO, and Treasurer for Avatar Partners and Florida Doctors Insurance Company and most of their subsidiaries.

He has been involved in the successful creation and startup operations of nine regulated insurance entities, two ancillary service companies and the acquisition of seven regulated insurance entities.

Mark is a Certified Public Accountant and holds licenses as an insurance agent and claims adjuster.



**WEDNESDAY**

## Keynote Speaker

### **MICHAEL YAWORSKY**

Insurance Commissioner  
Florida Office of Insurance Regulation

Michael Yaworsky was nominated by Governor DeSantis and appointed by the Financial Services Commission to serve as the Florida Insurance Commissioner in March 2023.

Prior to his nomination, Mr. Yaworsky served as the Vice Chairman of the Florida Gaming Control Commission and served as the Florida Office of Insurance Regulation's (OIR) Chief of Staff from

2017 – 2021. As OIR's Chief of Staff, he assisted in overseeing one of the largest insurance markets in the world by serving as a policy advisor to the Commissioner and managing agency fiscal matters and administrative operations.

Prior to joining OIR, Mr. Yaworsky served as Legal Counsel for the Georgia Office of Insurance and Safety Fire Commissioner, where he was responsible for advising the Commissioner and senior staff on policy decisions and performing administrative, regulatory and litigation duties associated with the legal unit. He also served as Counsel for the Office of President Pro Tempore in the Georgia Senate from 2014 – 2015.

Mr. Yaworsky honed his skills serving the state of Florida in a variety of government, regulatory and legislative positions from 2006 - 2011. This included working as Chief of Staff with the Florida Department of Business and Professional Regulation and Director of Gubernatorial Appointments and Cabinet Aide at the Executive Office of the Governor.

Mr. Yaworsky has a Bachelor's degree in Social Science from Florida State University and a Juris Doctor degree from Samford University's Cumberland School of Law. He has been a member of the Georgia Bar since 2014.

Mr. Yaworsky also serves on the Board of Directors for Family Promise of the Big Bend. Family Promise of the Big Bend is a nonprofit organization dedicated to ending homelessness among families, veterans and persons with disabilities in the Big Bend.



## Legislative Update

### ASHLEY KALIFEH, ESQ.

Capital City Consulting, LLC

Ashley Kalifeh began her career as a practicing attorney, and then worked at the Department of Financial Services as Deputy CFO, overseeing legislative, cabinet, and related issues. Subsequently, Ashley joined Capital City Consulting, where she and their team have successfully represented FSLA since September 2016.



## Business Session

### BRAD TURNER

Burns & Wilcox

With 8 years' excess & surplus experience, Brad Turner has spent his insurance career exclusively with Burns & Wilcox, starting as a personal lines underwriter, specializing in coastal property, including wind and flood. Brad currently serves as Associate Vice President, National Product Manager, Flood in Morehead City, North Carolina.



# *Event* Sponsors



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

**THANK YOU**

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**WELCOME GIFTS**

GeoVera  
Nationwide

**ATTENDEE LANYARDS**

McLarens

**PHOTOGRAPHY**

CRC Group - Wholesale and Specialty

**REGISTRATION GRAB N' GO LUNCH**

Engle Martin & Associates  
GBLI Binding | Penn-America  
Markel Southeast  
Risk Placement Services  
risksmith Insurance Services  
Ryan Turner Specialty  
SLB Insurance Group  
TAPCO Underwriters, Inc.

**WEDNESDAY & THURSDAY  
BUSINESS SESSIONS**

Atlantic Casualty Insurance  
Florida Surplus Lines Service Office, Inc.  
Johnson & Johnson  
Risk Placement Services

**WEDNESDAY BUSINESS SESSION  
BEVERAGE BREAK**

Argo Group US, Inc.  
DUAL North America

**THURSDAY BUSINESS SESSION  
BEVERAGE BREAK**

HSB Specialty Insurance Company  
Hull – A division of Bridge Specialty

**OPENING NIGHT RECEPTION**

AmRisc, LLC  
Core Specialty  
CRC Group - Wholesale and Specialty  
Engle Martin & Associates  
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  
WKFC Underwriting Managers

**WEDNESDAY HOSPITALITY  
RECEPTION**

Markel Southeast

**THURSDAY BREAKFAST**

GBLI Binding | Penn-America Group  
Gridiron Insurance Underwriters  
Hudson Excess Insurance Company  
Lexington Specialty Insurance Agency  
Nautilus Insurance Group  
(a Berkley Company)  
Ryan Turner Specialty  
Sutton Inspection Bureau of Florida

**GOLF TOURNAMENT**

RSUI Group, Inc.

**GOLF TOURNAMENT BEVERAGES**

ICAT

### **GOLF HOLE SPONSORS**

CRC Group - Wholesale and Specialty  
Frontline Insurance  
Hull – A division of Bridge Specialty  
Johnson & Johnson  
MacNeill Group  
Markel Southeast  
National Risk Services  
Nautilus Insurance Group  
(a Berkley Company)  
Risk Placement Services  
RSUI Group, Inc.  
Ryan Turner Specialty  
Sedgwick Delegated Authority  
SLB Insurance Group  
Sutton Inspection Bureau of Florida  
TAPCO Underwriters, Inc.  
Vela Insurance Services

### **FISHING TOURNAMENT & PRIZES**

TAPCO Underwriters, Inc.

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### **PRIVATE LUNCH AND WINE TASTING WITH SOMMELIER JON WINE**

GenStar

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

Ryan Turner Specialty

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e2Value, Inc.  
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Nationwide  
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## PUBLICATIONS

Insurance Journal

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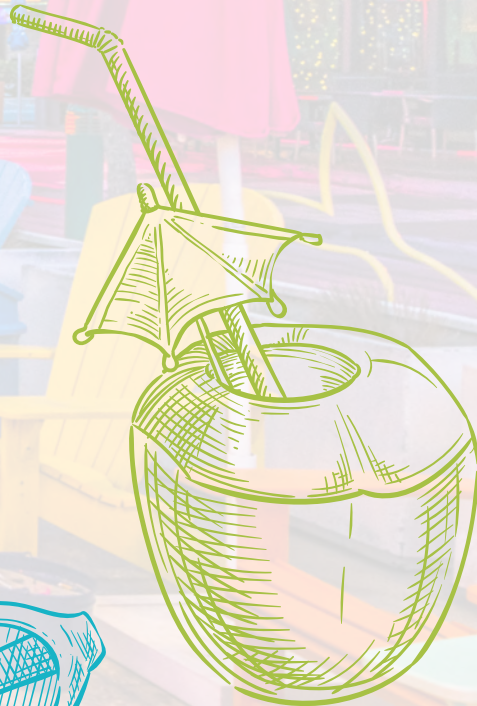
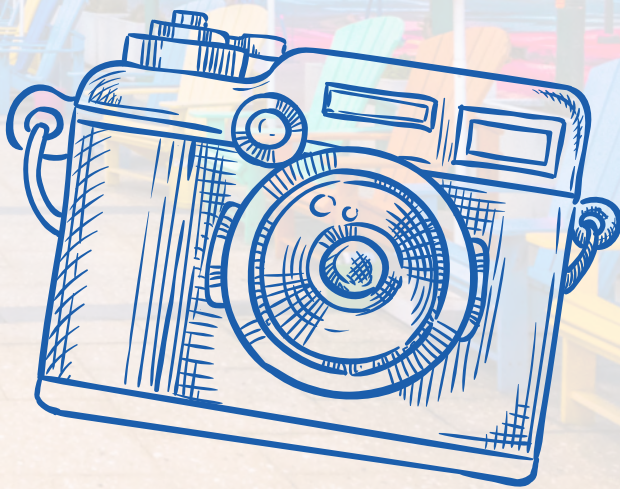
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## GRAND PRIZE GIVEAWAY

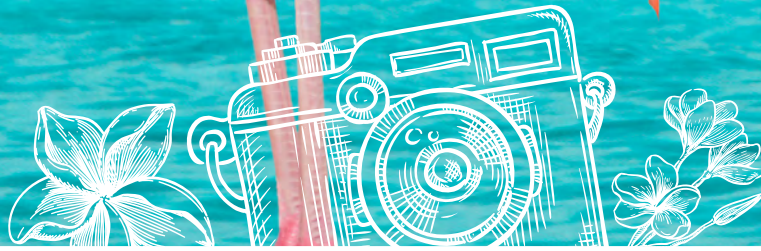
Three day/two-night stay at The Breakers® Palm Beach. Drawing held during the Thursday Business Session. Must be present to win.

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Thank you for your generous donations for the 2023 Welcome Bags.



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

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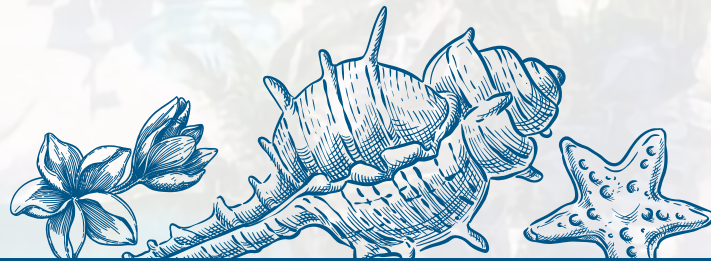
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