



# Quarterly

## April 2001

### What's Inside:

- REPORT OF THE CHAIR, Pg. 1 - 2
- EDUCATIONAL CALENDAR, Pg. 1
- LEGISLATIVE UPDATE, Pg. 2
- MEMBER PROFILE, Pg. 2
- REPORT OF THE DIRECTOR OF THE STAMPING OFFICE, Pg. 3
- PROCESSING TOTALS, Pg. 4

### SLA Educational Calendar

#### APRIL 2001

##### FIDUCIARY RESPONSIBILITY

2 CE CREDITS - # 88980

WEDNESDAY, APRIL 25, 2001

HILTON UNIVERSAL CITY & TOWERS  
555 UNIVERSAL TERRACE PARKWAY  
UNIVERSAL CITY, CA 91608

THURSDAY, APRIL 26, 2001

THE FAIRMONT HOTEL  
950 MASON STREET

SAN FRANCISCO, CA 94108

#### MAY 2001

##### INTELLECTUAL PROPERTY INSURANCE:

##### AN INTRODUCTION

3 CE CREDITS - #95519

WEDNESDAY, MAY 16, 2001

HILTON UNIVERSAL CITY & TOWERS  
555 UNIVERSAL TERRACE PARKWAY  
UNIVERSAL CITY, CA 91608

THURSDAY, MAY 17, 2001

HILTON UNIVERSAL CITY & TOWERS  
555 UNIVERSAL TERRACE PARKWAY  
UNIVERSAL CITY, CA 91608

#### JULY 2001

##### WESTERN STATES SURPLUS LINES

##### CONFERENCE

JULY 25 - JULY 28,

2001 BRECKENRIDGE, COLORADO



**Stacey A. Beougher**  
Executive Chair, 2001

### Report of the Chair

also store the analysis of companies that apply to be on the List of Eligible Surplus Line Insurers and assist the Department of Insurance with information concerning these companies.

During my tenure as chair of the Surplus Line Association, I hope to emphasize the Association's vision statement. In fulfilling our vision, the SLA will continue to realize a lawful nonadmitted insurance market in California and will protect and perpetuate a surplus line industry that continues to serve as a vital resource to meet the needs of Californians against risk.

The Surplus Line Association remains an authoritative source of information, gathering, analyzing and disseminating data on industry regulations, activity and viability. Through the Association's executive director Ted Pierce, the SLA is a proactive advocate, representing the interests of surplus line brokers and providing expertise in shaping legislation and regulation with a view toward long-term stability in the marketplace. Ted is also an efficient administrator, providing advice, support and value added service to the Department of Insurance and the Commissioner.

*Continued on pg. 2*

*continued from pg. 1*

The SLA is a respected facilitator, ensuring the highest standards of compliance with insurance laws and regulations. The SLA is a vigilant monitor, tracking industry trends and guarding against unethical business practices. The SLA also serves as a competent educator, promoting an improved understanding of the surplus line industry, and furthering the professional development of California Surplus Line Brokers. In 2001, we will continue to ensure the future of our industry through the pursuit of excellence in professional development, regulatory compliance, data management, record keeping, financial analysis, education, advocacy, insurance fraud reporting and industry leadership. ♦

## Legislative Update

### Senate Bill 1136 (Polanco)

#### Surplus Lines Advertising

Introduced on February 23, 2001 by Senator Richard Polanco (D-Los Angeles)

Status: From Senate Rules Committee with author's amendments. Read second time. Amended. Re-referred to committee.

This bill would repeal the January 1, 2002 expiration date on the advertising provisions of California insurance code sections 703.1 and 1773 dealing with nonadmitted insurers and surplus

line brokers advertising activity.

### Assembly Bill 683 (Calderon)

Surplus Line Premium Tax Exemption for finite risk coverage in environmental remediation

Introduced on February 22, 2001 by Assemblyman Thomas Calderon (D-Montebello)

Status: Referred to Assembly Insurance Committee.

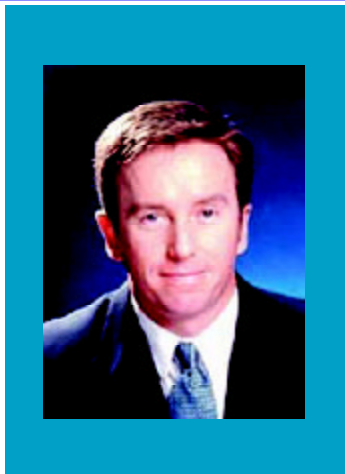
This bill would exclude finite risk coverage for environmental remediation from the 3% premium tax on California surplus line policies. ♦

## SLA MEMBER PROFILE

In 1984, a then 22-year-old Chris Brown departed his hometown of Belmont, California, and ventured south to Los Angeles. There he took his first post in the insurance industry, as an assistant underwriter with Sayre & Toso / Mission Insurance.

In 1985, shifting to a field representative mode, Brown took the product line of his father's eight person San Mateo-based firm south, and Brown and Riding Insurance Services officially entered the LA region.

In 1987, Brown determined the time was right for the wholesale insurance brokerage to establish a greater presence in Southern California, and he



**Chris Brown, President  
Brown & Riding  
Insurance Services**

executed a lease for the firm's Los Angeles offices. When those doors first opened, 1000 square feet housed a start-up staff of 3 employees. Under Brown's leadership, the business

at 777 South Figueroa Street prospered and, in 1991, Brown took over as B&R's President.

Today the 12,000 square foot LA headquarters employs more than 35 brokerage personnel and support staff. Brown attributes B&R's success to company values which place equal emphasis on teamwork, quality and the personal growth of the employee.

In year 2000, Brown and Riding, with its thriving divisions of Property, Casualty, Construction and Financial Services, celebrated the 20<sup>th</sup> anniversary of its founding.

Chris Brown and his wife, Marie, reside in Manhattan Beach with their two children. ♦

## Report of the Director of the Stamping Office, *Deanna Zanoni*

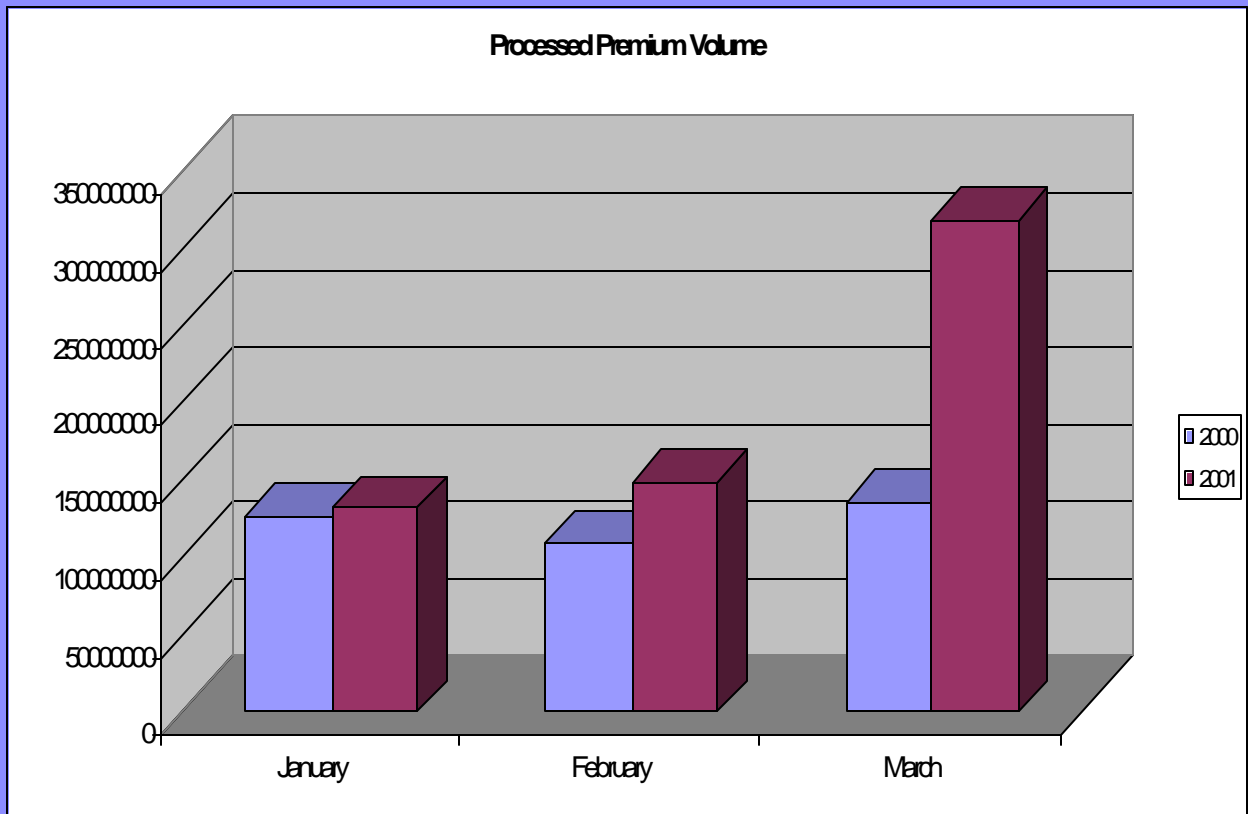
We have a good start to 2001. Our total filings for the first quarter 2001 were \$598,603,526. This is up 60.88% over first quarter 2000. This is due to some very large premiums processed, as the item count went up only 8.70%. We processed 66,725 premium items in the first quarter 2001.

The entire staff has been eagerly working to keep their work load up, as well as participating in the Computer

Rewrite Project. Many dedicated long days have been had by all. Some have put in long days into the night and also on the weekends. I would like to take the time to thank everyone for their dedication to the project. It is a learning experience for all. Although the project is not complete to date, we are beginning to see very good results.

Mark your calendars – The dates for the Western States

Conference are July 25 through July 27, 2001 in Breckenridge, CO. The registration forms have been mailed out. If you have not received yours, call the Surplus Line Association of Colorado at (303) 331-9399. We have made arrangements for our Annual Meetings 2002 – the Northern California meeting will be on January 15, 2002 and the Southern California meeting will be on January 17, 2002. ♦



# SLA First Quarter 2001 Processing Totals

