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## REPORT OF THE CHAIRMAN

The 2011 six-month total for premium processed by the SLA is \$2 billion which is a 4.1% increase compared to the same period in 2010. The total number of policies filed with the SLA from January 1 through June 30, 2011 was 228,482 representing a 9% increase compared to the 2010 six month policy count.



**Patrick Hanley**  
Chairman, 2011

Currently there are 109 U.S. domiciled insurers on the List of Approved Surplus Line Insurers (LASLI) and 38 alien and 77 Lloyd's syndicates for a total of 224 entities. From January through June, U.S. domiciled insurers wrote 78.5% of the California surplus line premiums while Lloyd's wrote 16.4% and all other alien insurers wrote 4.1%. The remaining 1% includes premiums written by companies e.g. used for GAP placements, processed as Lloyd's without syndicate details, held in suspense for unknown carriers, and/or written by carriers that have been de-listed. The 1% also included the aggregate broker policy inspection fees retained by the brokers.

The primary statutory function of the SLA Financial Department is to evaluate the financial soundness and integrity of insurers on the California Department of Insurance (CDI) LASLI and those seeking to become an approved surplus line carrier in California. To get or remain on the approved list, insurers submit annual and quarterly financial and updated non-financial information to the CDI, who then forwards the documents to the SLA for compliance and financial review.

### *Average hours spent reviewing a company:*

- *Compliance review conducted by Assistants: approximately 20 - 26 hours per company*
- *Financial review conducted by Financial Analysts: approximately 70 - 100 hours per company*
- *Final review and signoff of SSRs by the Managers: depends on the complexity of the financial review*

The SLA Financial Department's financial analysts review all filings received from the CDI and prepare Security Summary Reports (SSR), which contain

California's Nonadmitted and Reinsurance Reform Act (NRRA) implementing legislation (AB 315) was signed by the Governor on July 15, 2011 and became effective July 21, 2011. AB 315 (Solorio) amends certain sections of the California insurance and tax laws related to surplus line insurance.

financial analyses about the insurers and recommendations to the CDI. The analysts review focuses on key risks that have material impact on the financial strength and sustainability of an insurer, with due emphasis placed on adequacy of capital and surplus,

asset quality, reserving position, and reinsurance arrangements. The recommendations focus on financial issues and concerns (if any), and the insurer's suitability to operate in the California surplus line market.

## DEVELOPMENTS TO WATCH IN THE SURPLUS LINE MARKET

**This information is provided by the Surplus Line Association ("SLA") in its capacity as a trade association and is not provided on behalf of the California Department of Insurance ("CDI") nor by the SLA in its capacity as the CDI's advisory organization. This information should not be considered legal or tax advice; it is recommended that surplus line brokers seek professional legal and tax advice on these important matters.**

### NRRA

The Non-Admitted and Reinsurance Reform Act was signed into law by President Barack Obama on July 21, 2010, as part of the Dodd-Frank Wall Street Reform and Consumer Protection Act. The bill, which included language to standardize the reporting, allocation and payment of non-admitted insurance premium tax on multi-state risks, took effect on July 21, 2011. In response, the California Legislature passed and the Governor signed NRRA conforming legislation in AB 315 (Solorio) which became effective on July 21, 2011.

### CALIFORNIA CONFORMING LEGISLATION

When the NRRA and operative provisions of AB 315 became effective on 7/21/11, brokers needed to determine which state law applies to their multi-state insurance transactions:

1. Is the placement on a single state risk or a multi-state risk?
  - a. If the exposure is in only one state, the laws and regulations of that state apply.
2. If the exposure is in more than one state, determine whether the insured is a business entity or an individual.
  - a. If the insured is a business entity, home state is where the insured maintains its principal place of business.
  - b. If the insured is an individual, home state is where the insured maintains his or her principal residence.
3. However, if none of the insured risk is located in the state where the insured maintains its principal place of business or, in the case of an individual, his/her principal residence, the home state for the purposes of that placement is the state

to which the greatest percentage of the insured's taxable premium for that insurance contract is allocated.

4. If more than one insured from an affiliated group are named insured on a single non-admitted insurance contract, the home state for that placement is the home state of the member of the affiliated group that has the largest percentage of premium attributed to it under such insurance contract.

It is recommended that brokers keep adequate records of this information.

#### INSURER ELIGIBILITY IN CALIFORNIA

AB 315 amends the existing insurer eligibility requirements for California home state placements to conform with NRRRA as follows:

1. Foreign non-admitted insurers (US-domiciled) must be licensed or authorized to write the type of insurance in their domiciliary jurisdiction and maintain a minimum of \$45,000,000 in capital and surplus to be eligible to write non-admitted insurance in California; and
2. Alien non-admitted insurers (non-US-domiciled) listed on the International Insurance Department's Quarterly Listing of Alien Insurers, maintained by the National Association of Insurance Commissioners, are eligible to write non-admitted insurance in California.

The California conforming legislation repeals the List of Eligible Surplus Line Insurers

("LES LI") and replaces it with the List of Approved Surplus Line Insurers ("LAS LI"), which is a voluntary list of approved insurers. The requirements for LAS LI approval are substantially similar to those for the former LES LI list. Insurers on the LES LI on July 20, 2011 will remain on the LAS LI beginning July 21, 2011. Insurers wishing to remain on the LAS LI will be required to continue to file all the documents mandated in the current CIC 1765.1(c) and pay the appropriate filing fees. Brokers who wish to use a company that is not on the LAS LI will need to either file on behalf of the insurer or have the non-admitted insurer file the following directly with the CDI:

1. A certificate of capital and surplus issued by the insurer's domiciliary jurisdiction;
2. A certified copy of the insurer's license issued by its domiciliary jurisdiction, plus a certificate of good standing, certificate of compliance, or other equivalent certificate;
3. Information on the insurer's agent for service of process in California;
4. Insurer's principal place of business;
5. Insurer's regulatory disclosure statement that discloses any currently known regulatory actions (including license revocation or suspension or cease and desist order) pending against the insurer or any of its affiliates; and
6. A list of all the California surplus line brokers authorized by the insurer to issue policies in this State on its behalf.

AB 315 incorporates the NRRRA's "home state" authority; taxes the entire premium charged on all nonadmitted insurance when CA is the home state of the insured; incorporates the NRRRA's "exempt commercial purchaser" concept; incorporates a voluntary list of nonadmitted insurers meeting certain financial requirements.

SLA BROKER FILING PROCEDURES

With the approval of the California Department of Insurance, the SLA responded to the new state law by requiring filing brokers to provide a batch coversheet indicating if any batch items qualify as a Commercial Insured/Exempt Commercial Purchaser and are therefore exempt from the Diligent Search Report (SL-2). In addition, the coversheet indicates if the batch contains any multi-state policies by reporting the percentage of California premium.

PREMIUM TAX PAYMENT AND FILING

Because NRRRA allows only the home state of the insured to impose a tax on non-admitted insurance, AB 315 amends surplus line and independent procurement tax provisions which previously required a tax only on the portion of the premium allocated to risks in California. Instead, the California law now requires a tax on the entire premium (100%), regardless of where the risk is located, when California is the home state of the insured. Similarly, on multi-state policies in which California is the home state, the stamping fee is to be calculated on 100 percent of the premium, not just the California portion.

Under AB 315, if a new or renewal policy has an effective date on or before July 20, 2011, and is placed on or before July 20, 2011, the provisions of AB 315 do not apply. The same holds true for installments, cancellations, and endorsements effective after July 20, 2011 on those same policies, so long as the policy

extensions do not exceed an aggregate of 90 days in a 12 month period. These transition rules are intended to address the July 21, 2011 effective date of NRRRA, and will remain in effect only until October 18, 2012, at which time all policies and endorsements must comply with AB 315, regardless of the original effective date.

Surplus Line Brokers are required, under AB 315, to provide data on tax allocations relative to multi-state policies in the annual premium tax filing beginning with the filing due March 1, 2012. The Commissioner of Insurance can waive this requirement. If that option is exercised, the SLA will report back to you. The SLA is seeking additional clarification as to the extent of the data and the applicable policies required in the filing for the 2011 transition year, and will advise you of its findings.

The NRRRA grants the insured's home state exclusive authority to regulate and tax surplus lines insurance that includes multi-jurisdictional boundaries. Additionally, the tax sharing provision of NRRRA empowers the states to enter into a multi-state agreement for the purpose of creating national or uniform standards regarding the collection, allocation, and distribution of multi-state premium taxes. If a state chooses to enter a more formal interstate compact, the compacting states would additionally be empowered to establish uniform standards for insurer eligibility. Should California enter into a compact, additional information and guidance will follow.

When California is the home state of the insured, only California may require a payment of premium tax. Beginning July 21, 2011, surplus line brokers are required to make premium tax payments on the entire premium charged, regardless of the amount allocated to California, when California is the home state of the insured.

### AB 315 EFFECTIVE DATE EXAMPLES:

Note: In all examples, it is assumed California is the home state.

1. Policy effective 12/20/10. Additional insured (“A/I”) Endorsement<sup>1</sup> effective 7/19/11. Because the policy was placed and effective prior to 7/21/11, and the endorsement was effective prior to 10/18/12, AB 315 does not apply to either the policy or the endorsement.
2. Policy effective 1/23/11. A/I Endorsement effective 8/13/11. Because the policy was placed and effective prior to 7/21/11, and the endorsement was effective prior to 10/18/12, AB 315 does not apply to either the policy or the endorsement.
3. Policy effective 7/1/11. Cancelled 12/1/11. Because the policy was placed and effective prior to 7/21/11, and the cancellation was effective prior to 10/18/12, AB 315 does not apply to either the policy or the cancellation/return premium.
4. Policy effective 7/19/11 but bound with the carrier on 7/21/11. A/I Endorsement effective 8/13/11. Because the placement was made after AB 315 took effect, AB 315 applies to both the policy and the endorsement.
5. Policy effective 7/1/11. Two (2) month Policy Extension effective 7/1/12. Because the policy was placed and effective prior to 7/21/11, and the extension expiration date was within 90 days of the original
6. Policy effective 7/1/11. Four (4) month Policy Extension effective 7/1/12. Because the policy was placed and effective prior to 7/21/11, AB 315 does not apply to the policy, but because the extension expiration date exceeds 90 days from the original policy expiration date, the extension is treated as a separate placement. AB 315 does apply to the endorsement.
7. Policy effective 7/23/11. A/I Endorsement effective 9/22/11. Because the policy was effective after AB 315 took effect, AB 315 applies to both the policy and the endorsement.
8. Three (3) year policy effective 12/20/10. A/I Endorsement effective 11/12/12. Because the policy was placed and effective prior to 7/21/11, AB 315 does not apply to the policy, but because the endorsement was effective after 10/18/12, AB 315 does apply to the endorsement.
9. Open-ended policy effective 7/1/11. A/I Endorsement effective 11/12/12. Because the policy was placed and effective prior to 7/21/11, AB 315 does not apply to the policy, but because the endorsement was effective after 10/18/12, AB 315 does apply to the endorsement.
10. Open-ended policy effective 7/1/11. Premiums invoiced in quarterly install-

AB 315 tax provisions apply to surplus line insurance policies placed on or after July 21, or with an effective date on or after July 21, 2011. AB 315 does not authorize the Commissioner of Insurance to enter into a tax sharing agreement or compact.

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<sup>1</sup>A/I endorsement is used as an example of a policy change, premium bearing, endorsement. Return premiums would be subject to the same rules.



ments. Because the policy was placed and effective prior to 7/21/11, AB 315 does not apply to the policy. As long as the installments are invoiced before 10/18/12,

AB 315 does not apply to the installments either. AB 315 will apply to any installments invoiced on or after 10/18/12.

SB 131 would require that when 2 or more licensed surplus line brokers are involved in placing a policy, only the one responsible for filing the confidential written report, as specified, would be considered transacting business for tax purposes, and only one licensed surplus broker would be required to include the policy in his or her sworn statement.

## LEGISLATIVE UPDATE

### Senate Bill 131

In addition to the amendments made by AB 315 conforming California's surplus line insurance law to the federal Nonadmitted and Reinsurance Reform Act of 2010, additional changes are pending in Senate Bill 131. This bill was introduced on January 27, 2011 to amend section 1774, which requires surplus line brokers to annually file a sworn statement of all "business done" by the surplus line brokers during the preceding calendar year. SB 131 would clarify that when two or more licensed surplus line brokers are involved in making a placement for a home state insured, only one licensed surplus line broker would be required to include the policy in his or her

sworn statement, and the one surplus line broker required to include the policy in his or her sworn statement would be either: (1) the one responsible for negotiating, effecting the placement, remitting the premium to the nonadmitted insurer or its representatives, and filing the confidential written report; or (2) the one surplus line broker delegated the responsibility for the filing of the confidential written report pursuant to a written agreement.

If enacted, SB 131 will become law on January 1, 2012. The SLA will continue to monitor and provide any updates on the development of SB 131.

## REPORT OF THE DIRECTOR OF THE STAMPING OFFICE



**Joy Erven**  
Director,  
Stamping Office

The stamping office has seen an increase of filed premiums of 4.10% year to date. That is encouraging news as we deem this to indicate the insurance industry is experiencing a slight hardening of the market! We certainly hope this trend continues.

Stamping fees invoiced YTD are \$ 4,892,599, based on filed premiums of \$ 1.98 billion.

It has been a busy first half of the year for the SLA. We are wrapping up the development of our on-line filing system and I strongly encourage everyone to take a moment and investigate how SLIP can benefit your organization. We have seminars scheduled August, September and October. We are also

in the middle of planning The Western States Surplus Lines Conference which will be hosted by our office next year. Please save the dates as this is a well-regarded insurance conference you will not want to miss. The dates are July 25 -27th 2012. The conference will be held at The St. Regis Monarch Beach. You will receive information during the coming months as to registration packets and a detailed agenda. In addition to those projects, the SLA has kept a close eye on the NRRRA and AB315 bills and will continue to assist our members with education regarding the new filing requirements for both the stamping office as well as state taxes.

We are right around the corner from budget time and we will work diligently to compile another fiscally conservative budget for the Association keeping in mind the current

**Business Entity Licenses**

Aces Commercial Insurance Services, Inc.  
 Admiral Risk Insurance Services, Inc.  
 Affinity Agency Group LLC  
 Armfield, Harrison & Thomas, Inc.  
 Berkley LS Insurance Solutions, LLC  
 Brazos Specialty Risk Inc  
 Catlin Insurance Services, Inc.  
 Commercial Insurance Group LLC  
 Home Value Insurance Services, Inc.  
 Keating Group of MA, LLC

**Individual Licenses**

Anthony, Kimberly Kay  
 Armfield, Katherine Lane  
 Bachan, David Joseph  
 Beck, Jonathan Gavin  
 Besta, Kevin James  
 Blythe, James Walter  
 Boseman, James Michael  
 Browne, Margaret Lucille

Casey, Timothy Edward  
 Chapel, Dawn Shannon  
 Craveiro, Christopher Carl  
 Davis, Michael Corwine  
 Dervin, Kevin  
 Dobbs, Francis Edward  
 Dow, David Adams  
 Duong, Tam Ngoc

economic times. The stamping office fiscal year runs from 12/1 to 11/30. We currently have 52 employees within our 5 departments- Administration, Data Processing, Financial, Education and Information Technology.

The stamping fee is evaluated every year by the Stamping and Executive Committee. Per Insurance Code 1780.56 (b) The Association will charge a stamping fee to cover necessary expenses. Our current stamping fee is .25%. This is charged against all new, renewal policies as well as premiums bearing endorsements.

The Association continues to strive to accomplish the goals set forth by the Commissioner and the Ins. Code in a fiscally responsible and prudent manner. We are devising strategic ways to cut costs while continuing to excel at service to the brokers.

Macnafta Insurance Services, Inc.  
 Maiden Re Insurance Services LLC  
 Mark Edward Partners LLC  
 Maximum Independent Brokerage, LLC  
 MHBT, Inc.  
 PP Insurance Brokerage, Inc.  
 Willis of Colorado, Inc  
 Willis of Wisconsin, Inc.  
 Wood Insurance Group, Inc., The

English, Jeffery Patrick  
 Fischer, John Michael  
 Freitas, Mark Edward  
 Frumkin, Jeremy Rogoff  
 Gray, Rebekah Marie  
 Hand, Sheri Dawn  
 Haskell, John Cheves  
 Herdrich, Darlene Gerene

Save the date for the 2012 Western States Surplus Lines Conference to be hosted by the Surplus Line Association of California from July 25 to 27 at the St. Regis Monarch Beach in Dana Point, California.

# THE SURPLUS LINE ASSOCIATION OF CALIFORNIA

*Safeguarding Consumers*

Houghlin, David Brian  
 Howard, George Franklin  
 Jeffers, Nicole Marie  
 Johnston, Drew Jason  
 Karapetyan, Arutyun  
 Keating, James Francis  
 Kelly, Ryan  
 Kiley, Christopher Thomas  
 Kowar, Kevin Paul  
 Lancaster, Scott Hall  
 Landa, Heather Christine  
 Letourneau, Charles  
 Lineberger, Brian Keith  
 Lockamy, Mitchell  
 Lopez, Andreana Rose  
 Lynch, Mark Andrew

Ma, Ben Han  
 Mazie, Jeffrey Wayne  
 McCluskey, Michael John  
 McNally, Monica M  
 Miller, Benjamin Lee  
 Miller, Gregory J.  
 Mooney, John Daniel  
 Nesterenko, Melanie Joan  
 Olivan, Amber Gretchen  
 Pagoumian, John George  
 Pierce, Mary Alice  
 Pineda, Richard David  
 Rible, Katherine-Kell Blair  
 Rose, Steven Craig  
 Rose, Steven Edward

Sarao, Vanessa Diane  
 Saunders, Sheila Garritt  
 Scarlata, Joseph Allen  
 Simmons, Robert Joseph Jr.  
 Smullen, Harold Arthur Jr.  
 Snow, Theresa Anne  
 Solaqua, Anthony Charles  
 Stark, Mathew Adam  
 Staub, Bryan Joseph  
 Vermost, Craig Anthony  
 Webb, Joann  
 Weber, James Howard  
 Wing, Katherine Diane  
 Yorston, Michael Alan  
 Zimmerman, Linda Ruth

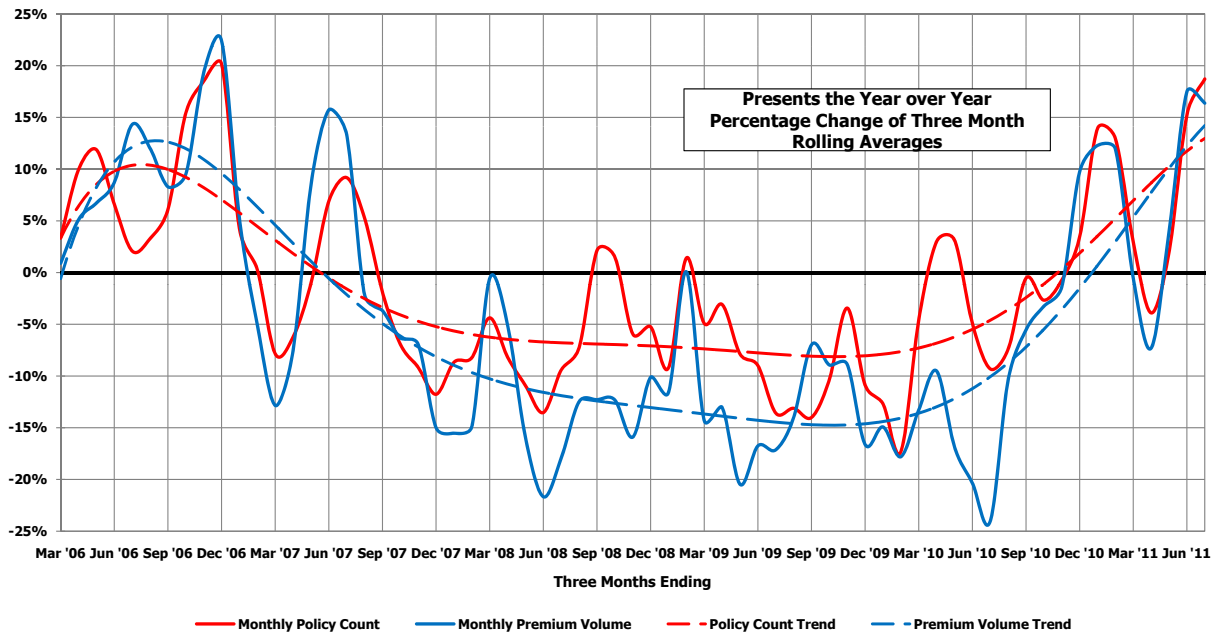
### SLA Membership Totals as of August 1, 2011

California Business Entities	622	Non-Resident Business Entities	461
California Individuals	2,214	Non-Resident Individuals	1,327
Total California	2,836	Total Non-Resident	1,788
Total SLA Membership: 4,624			

## California Surplus Lines Filings - Total Policy Count & Total Premium Volume

*Based on Premium Processed March, 2006 through July, 2011*

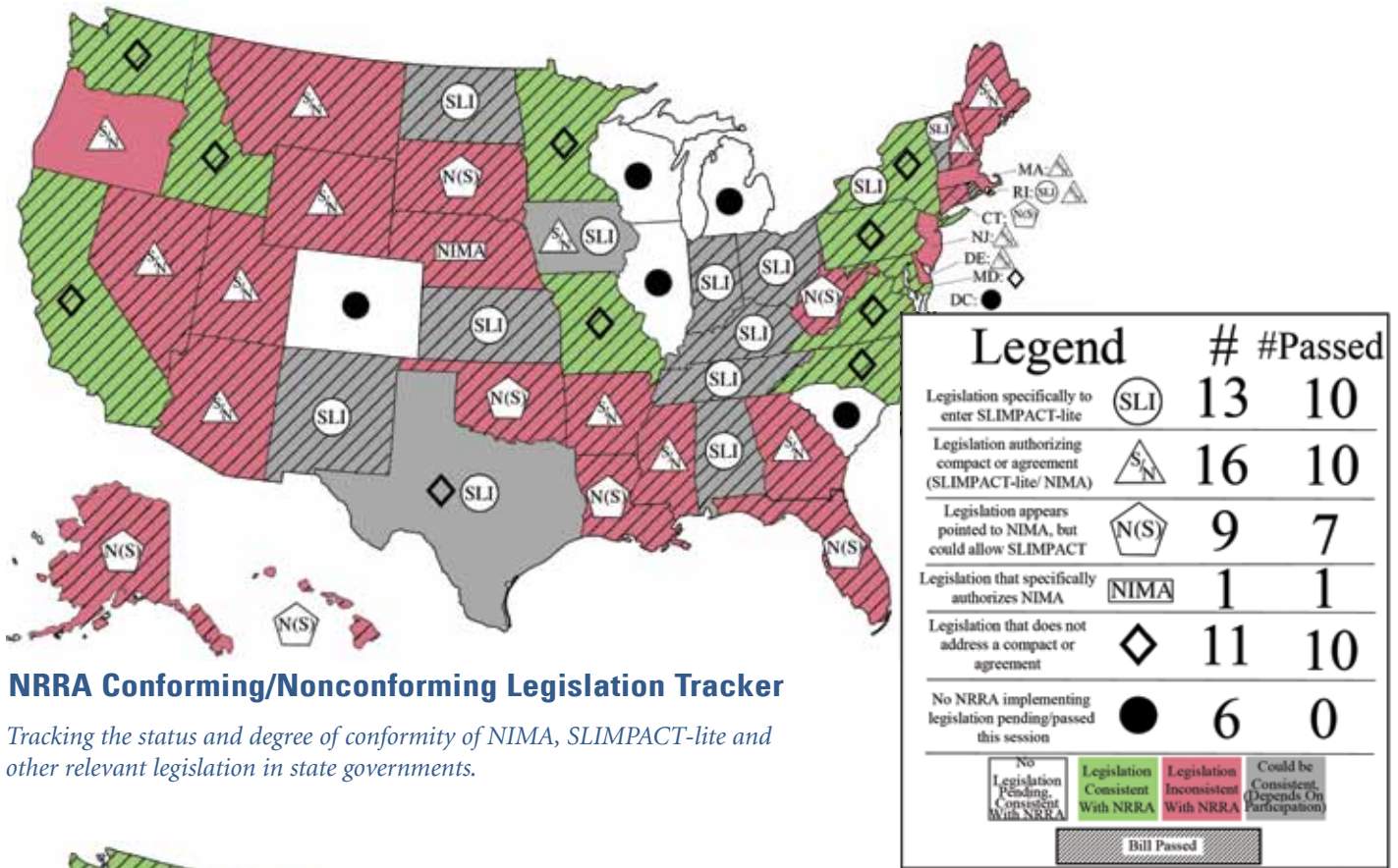
The California surplus line premium volume and policy count have gone from a high trend in the fourth quarter of 2006, to a bottom trend in the fourth quarter of 2009, to an uptrend from the first quarter of 2010 to present.



*Rolling 3 Month Averages -Graph*

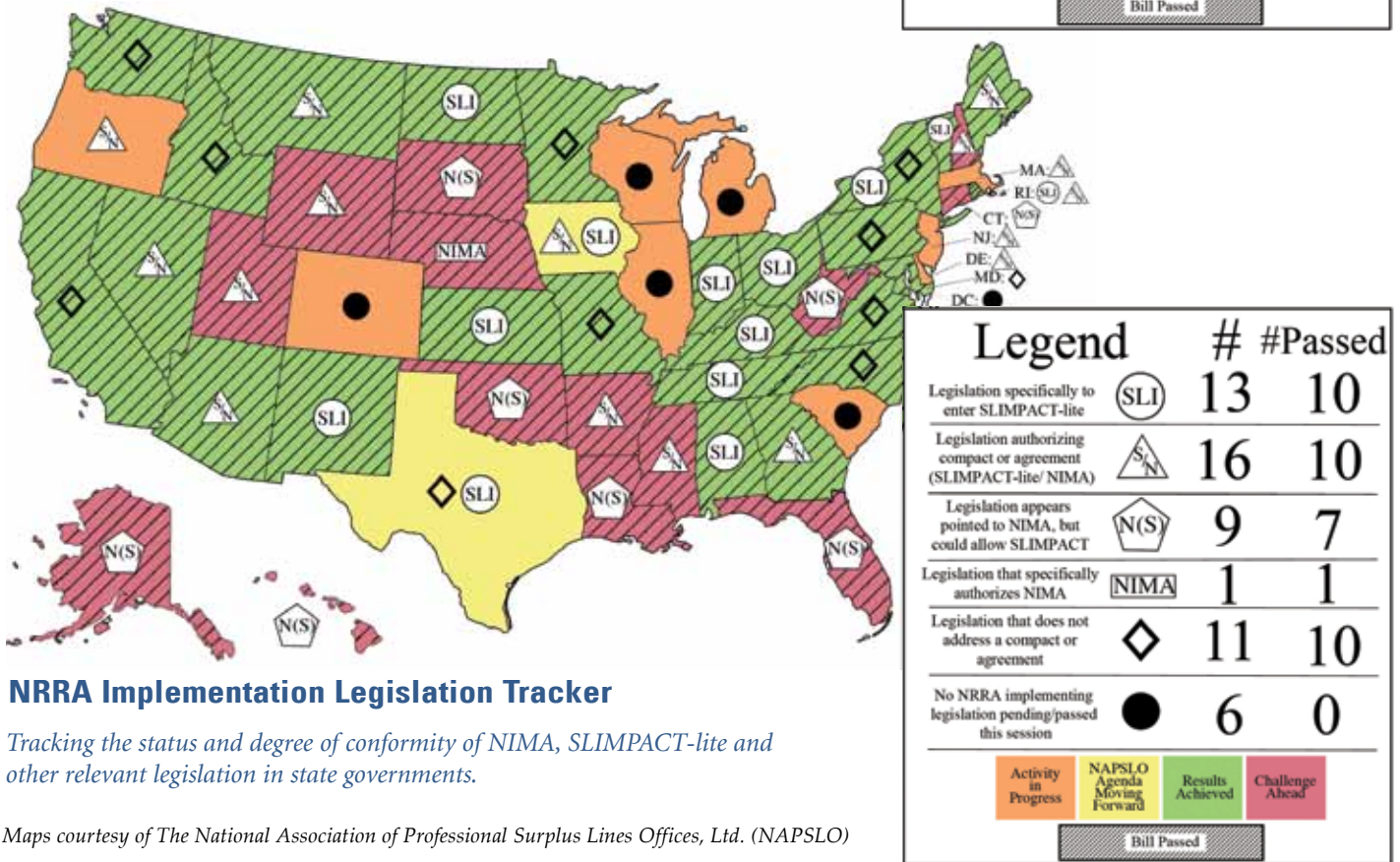
*CA SLA Policy & Premium Graphs 2006-2011 (Thru 2011-07)*





### NRRA Conforming/Nonconforming Legislation Tracker

Tracking the status and degree of conformity of NIMA, SLIMPACT-lite and other relevant legislation in state governments.



### NRRA Implementation Legislation Tracker

Tracking the status and degree of conformity of NIMA, SLIMPACT-lite and other relevant legislation in state governments.

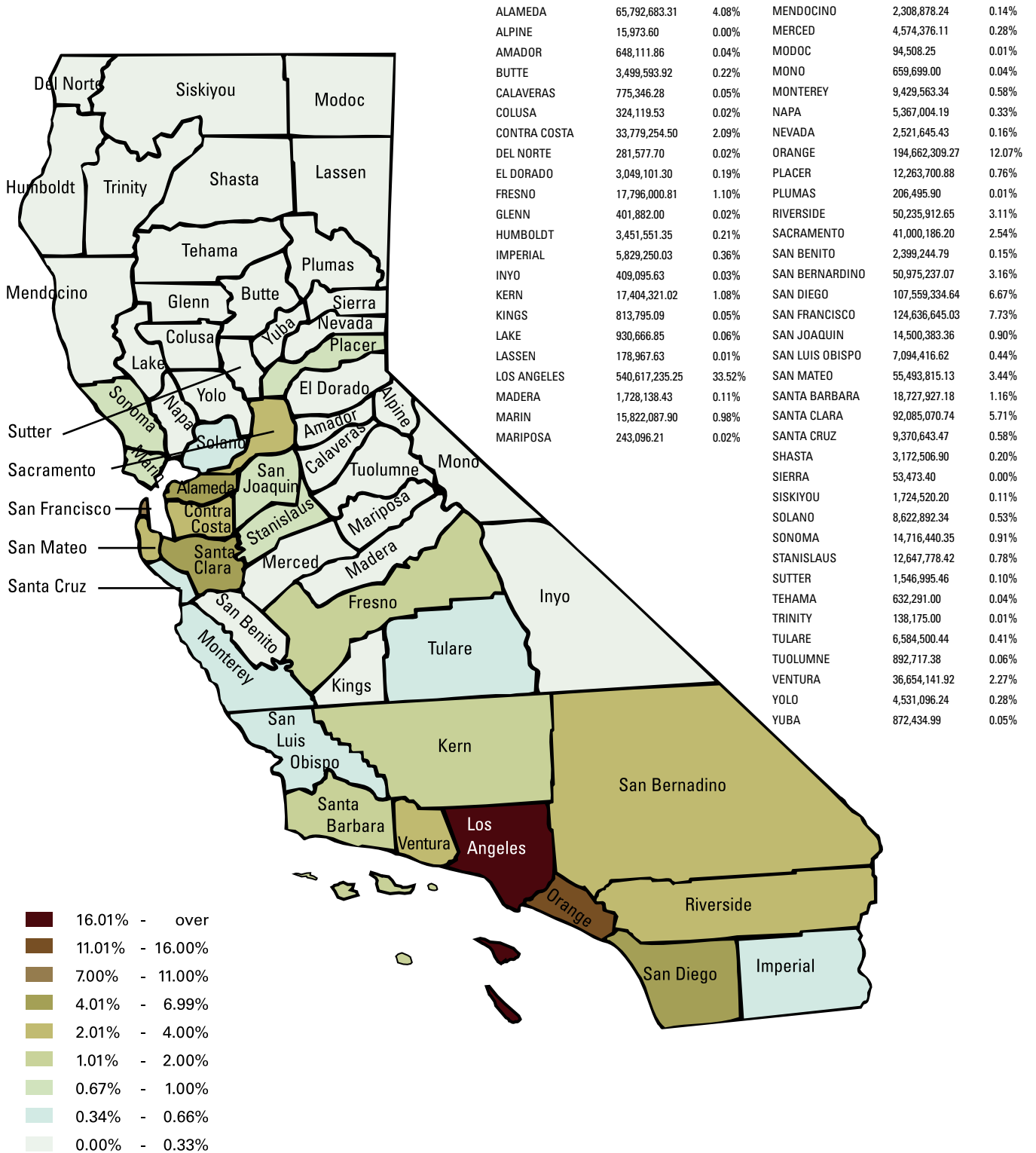
Maps courtesy of The National Association of Professional Surplus Lines Offices, Ltd. (NAPSLO)

# THE SURPLUS LINE ASSOCIATION OF CALIFORNIA

Safeguarding Consumers

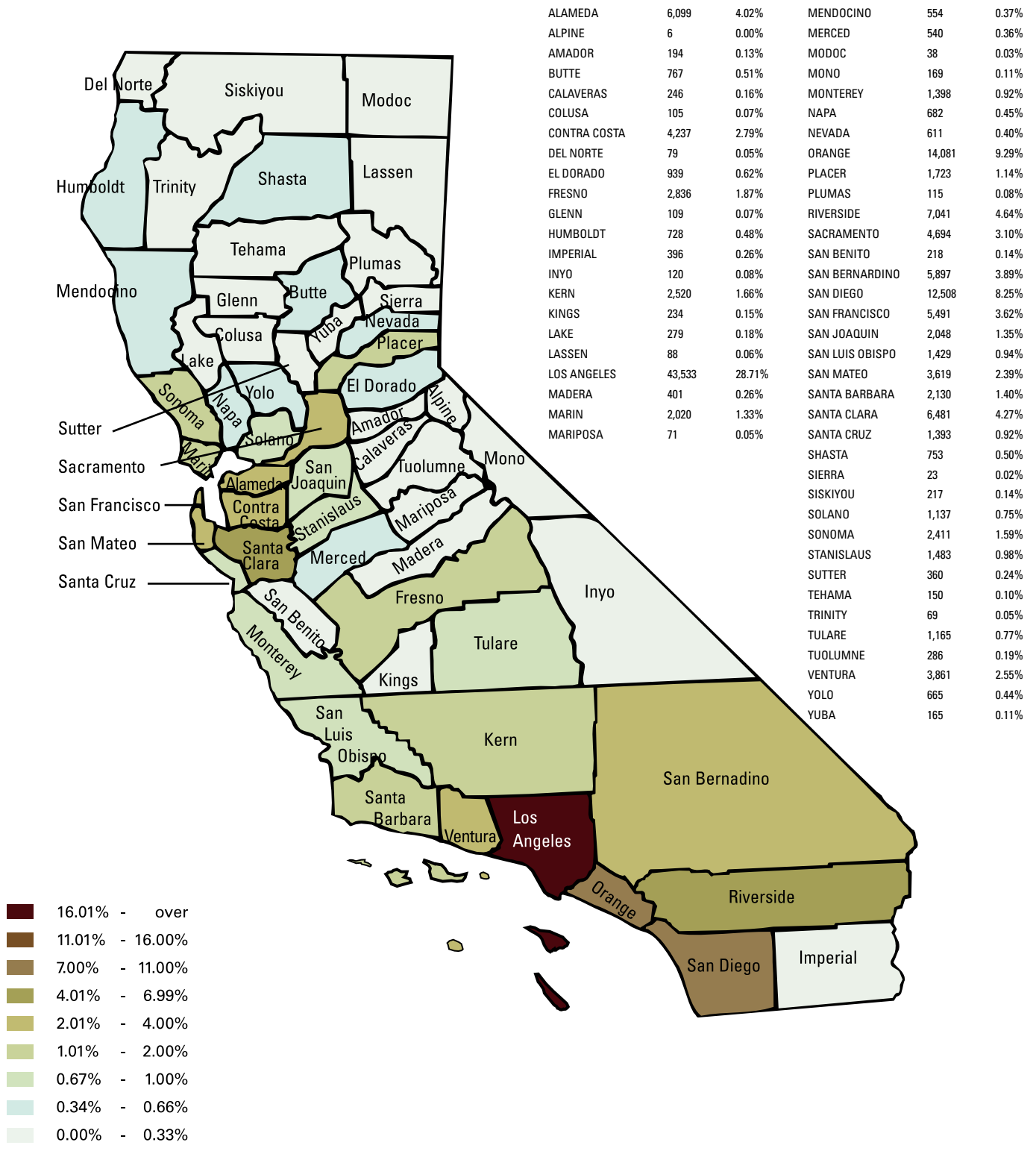
## Premiums by County

Based on Premium Processed through June 30, 2011



# Surplus Line Policies by County

Based on Policies Processed through June 30, 2011



- 16.01% - over
- 11.01% - 16.00%
- 7.00% - 11.00%
- 4.01% - 6.99%
- 2.01% - 4.00%
- 1.01% - 2.00%
- 0.67% - 1.00%
- 0.34% - 0.66%
- 0.00% - 0.33%

MEMBER PROFILE



Roy Simpson

Manager, Regulatory Compliance  
Endurance Insurance US

Roy Simpson’s insurance career began in 1979 as an insurance claims adjuster for Cal Farm Insurance Company. After progressing through the claims ranks with various insurers, he made the change to Regulatory Compliance in July 1994 – with absolutely no knowledge of the subject!

His Regulatory Compliance career began at what was then called; Marsh & McLennan, concentrating on Surplus Lines filings and compliance requirements. The position soon grew to include Producer Licensing and countersignature requirements and various internal processes.

After being promoted to Vice President in Compliance at Marsh, Roy’s title was eventually changed to “Knowledge Manager”,

Surplus Lines. As the title indicated he was deeply involved with the researching, implementing and guidance of surplus line processes and compliance across the US for Marsh.

He joined Endurance Insurance US as part of the Los Angeles office wholesale entity; ENH Risk & Insurance Services, in April 2008. His responsibilities included completion of surplus line filings and tax payments for selected insurance placements and producer licensing for all Endurance US licensees. Additionally, he created an electronic state by state guide of surplus line requirements for the US with links to filing forms and applicable regulations for staff use. As part of internal compliance efforts, he applied for and received authority for a California approved Surplus Lines continuing education course. Additionally, he presented a class on Surplus Lines Basics at the Securities & Insurance Licensing Association (SILA) national conference the last two years and is planning another presentation for this year.

The primary statutory function of the SLA financial department is to evaluate the financial soundness and integrity of insurers on the California Department of Insurance (CDI), List of Approved Surplus Line Insurers (LASLI). To get and remain on the LASLI, insurers submit annual and quarterly financial and updated non-financial information to the CDI, who then forwards the documents to the SLA for compliance and financial review.

Premium Totals by Company Type

COMPANY TYPE	(\$ in thousands)			% of TOTAL 6/30/2011
	6/30/2011	6/30/2010	% GROWTH	
<b>LES LI LISTED COMPANIES</b>				
FOREIGN INSURERS	\$1,556,949,460	1,455,410,483	6.98%	78.50%
LLOYD’S SYNDICATES	325,552,314	326,403,132	-0.26%	16.41%
ALIEN INSURERS	81,100,383	103,677,113	-21.78%	4.09%
<b>SUBTOTAL</b>	<b>\$1,963,602,157</b>	<b>\$1,885,490,728</b>	<b>-15.06%</b>	<b>99.00%</b>
ALL OTHER	19,744,477	19,716,600	0.14%	1.00%
<b>TOTAL</b>	<b>\$1,983,346,634</b>	<b>\$1,905,207,328</b>	<b>-14.92%</b>	<b>100.00%</b>



## Top 100 Surplus Line Brokers

Based on Premium Processed through June 30, 2011

Rank	BROKER	PREMIUM PROCESSED	% OF TOTAL
1	SWETT & CRAWFORD	\$209,089,960	10.54%
2	MARSH USA INC.	172,667,094	8.71%
3	AON RISK INSURANCE SERVICES WEST, INC.	125,015,069	6.30%
4	AMWINS INSURANCE BROKERAGE OF CALIFORNIA, LLC	106,801,251	5.38%
5	RISK SPECIALISTS COMPANIES INSURANCE AGENCY, INC.	71,174,236	3.59%
6	WORLDWIDE FACILITIES, INC.	60,437,715	3.05%
7	LOCKTON COMPANIES, LLC	58,480,747	2.95%
8	R-T SPECIALTY, LLC	55,417,525	2.79%
9	BLISS AND GLENNON INC	51,084,691	2.58%
10	RISK PLACEMENT SERVICES, INC.	48,269,163	2.43%
11	CRUMP INSURANCE SERVICES, INC.	41,909,678	2.11%
12	ARTHUR J. GALLAGHER & CO. INSURANCE BROKERS OF CALIFORNIA, INC. (GLENDALE)	39,188,960	1.98%
13	CRC INSURANCE SERVICES, INC.	35,562,260	1.79%
14	PARTNERS SPECIALTY GROUP, LLC	35,204,436	1.78%
15	BURNS & WILCOX INSURANCE SERVICES, INC.	34,012,504	1.71%
16	BROWN & RIDING INSURANCE SERVICES, INC.	33,269,981	1.68%
17	TRACKSURE INSURANCE AGENCY, INC.	33,131,982	1.67%
18	WILLIS INSURANCE SERVICES OF CALIFORNIA, INC.	25,418,371	1.28%
19	CHARTIS INSURANCE AGENCY, INC.	23,772,477	1.20%
20	CROUSE & ASSOCIATES INSURANCE SERVICES OF NORTHERN CALIFORNIA, INC.	21,899,773	1.10%
21	AMERICAN E & S INSURANCE BROKERS OF CALIFORNIA, INC.	20,268,855	1.02%
22	WOODRUFF-SAWYER & COMPANY	17,281,714	0.87%
23	BORISOFF INSURANCE SERVICES, INC. (DBA: MONARCH E & S INSURANCE SERVICES)	16,675,895	0.84%
24	WESTERN RE/MANAGERS INSURANCE SERVICES, INC.	15,093,504	0.76%
25	SOCIUS INSURANCE SERVICES, INC.	14,669,516	0.74%
26	ALL RISKS, LLC	14,223,293	0.72%
27	BASS UNDERWRITERS, INC.	13,582,790	0.68%
28	WELLS FARGO INSURANCE SERVICES USA, INC.	12,259,832	0.62%
29	HARRY W. GORST COMPANY, INC.	11,610,863	0.59%
30	HULL & COMPANY, INC.	11,570,015	0.58%
31	IRONSHORE INSURANCE SERVICES, LLC	11,132,541	0.56%
32	LAE INSURANCE SERVICES, INC.	11,034,820	0.56%
33	COASTAL BROKERS INSURANCE SERVICES INC.	10,654,454	0.54%
34	W. BROWN & ASSOCIATES PROPERTY & CASUALTY INSURANCE SERVICES	9,123,033	0.46%
35	PETERSEN INTERNATIONAL UNDERWRITERS	8,920,360	0.45%
36	ALL RISKS, LTD.	8,203,769	0.41%
37	ALLIANT INSURANCE SERVICES, INC.	8,128,907	0.41%
38	M.J. HALL & CO., INC.	7,855,625	0.40%
39	ARTHUR J. GALLAGHER RISK MANAGEMENT SERVICES, INC.	7,681,565	0.39%
40	INTEGRO USA INC.	7,329,179	0.37%
41	WILLIS OF NEW YORK INC	7,001,804	0.35%
42	BEECHER CARLSON INSURANCE SERVICES, LLC	6,844,733	0.35%
43	COOPER & MCCLOSKEY, INC. INSURANCE BROKERS	6,700,809	0.34%
44	SEMINARIO, MICHAEL CARLOS	6,560,634	0.33%
45	AMWINS BROKERAGE OF GEORGIA, LLC	6,439,616	0.32%
46	NEITCLEM WHOLESALE INSURANCE BROKERAGE, INC	6,268,460	0.32%
47	IMA OF COLORADO, INC.	6,099,078	0.31%
48	PREFERRED CONCEPTS, LLC	5,921,362	0.30%
49	NAS INSURANCE SERVICES, INC.	5,749,368	0.29%
50	BARNEY & BARNEY, LLC	5,330,901	0.27%



# THE SURPLUS LINE ASSOCIATION OF CALIFORNIA

*Safeguarding Consumers*

Rank	BROKER	PREMIUM PROCESSED	% OF TOTAL
51	DILLON, THOMAS FREDERICK	5,138,194	0.26%
52	FRANK CRYSTAL & CO INC	5,062,302	0.26%
53	WESTERN SECURITY SURPLUS INSURANCE BROKERS, INC.	4,979,182	0.25%
54	E.L.M. INSURANCE BROKERS, INC.	4,882,950	0.25%
55	YATES & ASSOCIATES INSURANCE SERVICES, INC.	4,602,215	0.23%
56	EDGEWOOD PARTNERS INSURANCE CENTER	4,529,030	0.23%
57	WHOLESALE TRADING CO-OP INSURANCE SERVICES LLC	4,430,137	0.22%
58	PACIFIC WHOLESALE INSURANCE BROKERS, LLC	4,396,609	0.22%
59	R.E. CHAIX & ASSOCIATES INSURANCE BROKERS, INC.	4,332,619	0.22%
60	HCC SPECIALTY UNDERWRITERS, INC.	4,274,608	0.22%
61	JOHN L. WORTHAM & SON, L.P.	4,238,798	0.21%
62	MESSINA, JOSEPH	4,095,744	0.21%
63	HEFFERNAN INSURANCE BROKERS	3,997,094	0.20%
64	ALBERICO, DONALD ANTHONY	3,966,054	0.20%
65	EXCEPTIONAL RISK ADVISORS, LLC	3,854,001	0.19%
66	TRINITY E & S INSURANCE SERVICES, INC.	3,673,535	0.19%
67	AFFINITY BROKERAGE, INC.	3,490,870	0.18%
68	BB&T INSURANCE SERVICES OF CALIFORNIA, INC.	3,453,286	0.17%
69	AMWINS BROKERAGE OF TEXAS, INC.	3,315,485	0.17%
70	ROBERTSON TAYLOR (CALIFORNIA), INC.	3,255,207	0.16%
71	MCGRUFF, SEIBELS & WILLIAMS, INC.	3,253,763	0.16%
72	CHARTWELL INDEPENDENT INSURANCE BROKERS, LLC	3,212,602	0.16%
73	W. B. AHERN ENTERPRISES, INC.	2,972,712	0.15%
74	ARROWHEAD WHOLESALE INSURANCE SERVICES, INC.	2,947,259	0.15%
75	ETHOS INSURANCE PARTNERS, INC.	2,929,286	0.15%
76	PROWEST INSURANCE SERVICES, INC.	2,914,819	0.15%
77	JAMES KLEIN INSURANCE SERVICE INC.	2,910,354	0.15%
78	DEALEY, RENTON & ASSOCIATES INSURANCE BROKERS	2,881,630	0.15%
79	USG INSURANCE SERVICES OF CALIFORNIA, INC.	2,873,519	0.14%
80	JANSEN & HASTINGS INSURANCE SERVICES	2,863,771	0.14%
81	HUB INTERNATIONAL NORTHEAST LIMITED	2,860,114	0.14%
82	AON/ALBERT G. RUBEN INSURANCE SERVICES, INC.	2,794,021	0.14%
83	ALLIANT INSURANCE SERVICES HOUSTON, LLC	2,788,335	0.14%
84	CESARANI, RONDA LEE	2,772,262	0.14%
85	SULLIVAN BROKERS WHOLESALE INSURANCE SOLUTIONS, INC.	2,759,020	0.14%
86	ANDERSON & MURISON INC.	2,740,999	0.14%
87	G.J. SULLIVAN CO. EXCESS & SURPLUS LINES BROKERS	2,706,194	0.14%
88	INTERNATIONAL FACILITIES INSURANCE SERVICES, INC.	2,691,058	0.14%
89	DOW, ERWIN EDSON	2,674,039	0.13%
90	HALL, JAMES ALLAN	2,614,805	0.13%
91	HERBERT L. JAMISON & CO., LLC	2,612,737	0.13%
92	CHIVAROLI & ASSOCIATES, INC.	2,577,136	0.13%
93	WILLIS OF MASSACHUSETTS, INC.	2,508,077	0.13%
94	WEXLER, WASSERMAN & ASSOCIATES INSURANCE AGENCY, LLC	2,496,885	0.13%
95	VISTA INSURANCE PARTNERS OF ILLINOIS, INC.	2,488,256	0.13%
96	GALEOTTI, GARY WAYNE	2,449,122	0.12%
97	SIERRA SPECIALTY INSURANCE SERVICES, INC.	2,441,499	0.12%
98	TAPCO UNDERWRITERS, INC.	2,425,218	0.12%
99	WHOLESALE CONNECTION INSURANCE SERVICES, LLC	2,324,614	0.12%
100	BALBOA INSURANCE SERVICES, INC.	2,320,445	0.12%
	<b>SUBTOTAL</b>	<b>\$1,747,797,639</b>	<b>88.12%</b>
	ALL OTHER BROKERS	235,548,994	11.88%
	<b>TOTAL</b>	<b>\$1,983,346,633</b>	<b>100.00%</b>

## Top 100 Nonadmitted Carriers

Based on Premium Processed through June 30, 2011

RANK	COMPANY	PREMIUM PROCESSED	% OF TOTAL
1	LEXINGTON INSURANCE COMPANY	\$191,554,746	9.66%
2	SCOTTSDALE INSURANCE COMPANY	86,076,674	4.34%
3	LLOYD'S OF LONDON SYNDICATE #2623	63,759,177	3.21%
4	STEADFAST INSURANCE COMPANY	55,845,918	2.82%
5	CHARTIS SPECIALTY INSURANCE COMPANY	53,757,525	2.71%
6	QBE SPECIALTY INSURANCE COMPANY	48,342,021	2.44%
7	COLUMBIA CASUALTY COMPANY	44,720,491	2.25%
8	LANDMARK AMERICAN INSURANCE COMPANY	39,507,240	1.99%
9	AXIS SURPLUS INSURANCE COMPANY	38,708,416	1.95%
10	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	36,417,219	1.84%
11	MT. HAWLEY INSURANCE COMPANY	36,352,129	1.83%
12	IRONSHORE SPECIALTY INSURANCE COMPANY	36,159,956	1.82%
13	EMPIRE INDEMNITY INSURANCE COMPANY	35,898,944	1.81%
14	ENDURANCE AMERICAN SPECIALTY INSURANCE COMPANY	34,309,827	1.73%
15	ARCH SPECIALTY INSURANCE COMPANY	33,745,851	1.70%
16	VOYAGER INDEMNITY INSURANCE COMPANY	33,490,345	1.69%
17	ILLINOIS UNION INSURANCE COMPANY	32,908,998	1.66%
18	COLONY INSURANCE COMPANY	32,752,985	1.65%
19	HOUSTON CASUALTY COMPANY	31,270,026	1.58%
20	ADMIRAL INSURANCE COMPANY	31,118,746	1.57%
21	NAVIGATORS SPECIALTY INSURANCE COMPANY	29,682,543	1.50%
22	LIBERTY SURPLUS INSURANCE CORPORATION	29,133,299	1.47%
23	ALTERRA EXCESS & SURPLUS INSURANCE COMPANY	24,863,178	1.25%
24	EVANSTON INSURANCE COMPANY	23,017,731	1.16%
25	ESSEX INSURANCE COMPANY	22,735,413	1.15%
26	FIRST MERCURY INSURANCE COMPANY	21,877,001	1.10%
27	GEMINI INSURANCE COMPANY	21,184,076	1.07%
28	CHUBB CUSTOM INSURANCE COMPANY	21,085,071	1.06%
29	INDIAN HARBOR INSURANCE COMPANY	20,745,969	1.05%
30	PRINCETON EXCESS AND SURPLUS LINES INSURANCE COMPANY	19,949,490	1.01%
31	LLOYD'S OF LONDON SYNDICATE #2003	19,762,546	1.00%
32	INTERSTATE FIRE & CASUALTY COMPANY	19,707,010	0.99%
33	LLOYD'S OF LONDON SYNDICATE #2387	19,660,224	0.99%
34	NAUTILUS INSURANCE COMPANY	18,874,838	0.95%
35	AMERICAN SAFETY INDEMNITY COMPANY	18,844,445	0.95%
36	JAMES RIVER INSURANCE COMPANY	18,327,960	0.92%
37	ASPEN SPECIALTY INSURANCE COMPANY	18,005,129	0.91%
38	EVEREST INDEMNITY INSURANCE COMPANY	17,776,860	0.90%
39	GREAT LAKES REINSURANCE (UK) PLC	17,570,714	0.89%
40	ALLIED WORLD NATIONAL ASSURANCE COMPANY	17,099,458	0.86%
41	LLOYD'S OF LONDON SYNDICATE #0033	16,990,327	0.86%
42	CATLIN SPECIALTY INSURANCE COMPANY	16,667,616	0.84%
43	LLOYD'S OF LONDON SYNDICATE #0623	16,191,053	0.82%
44	CENTURY SURETY COMPANY	15,069,471	0.76%
45	GREAT AMERICAN E&S INSURANCE COMPANY	14,238,450	0.72%
46	SWISS RE INTERNATIONAL SE	14,225,731	0.72%
47	NORTH AMERICAN CAPACITY INSURANCE COMPANY	14,061,281	0.71%
48	DARWIN SELECT INSURANCE COMPANY	13,749,000	0.69%
49	ASSOCIATED ELECTRIC & GAS INSURANCE SERVICES LIMITED	12,562,128	0.63%
50	LLOYD'S OF LONDON SYNDICATE #0510	12,519,796	0.63%

# THE SURPLUS LINE ASSOCIATION OF CALIFORNIA

*Safeguarding Consumers*

RANK	COMPANY	PREMIUM PROCESSED	% OF TOTAL
51	UNITED SPECIALTY INSURANCE COMPANY	11,819,018	0.60%
52	LLOYD'S OF LONDON SYNDICATE #2488	11,230,486	0.57%
53	LLOYD'S OF LONDON SYNDICATE #1209	10,865,999	0.55%
54	BURLINGTON INSURANCE COMPANY	10,730,132	0.54%
55	COMMONWEALTH INSURANCE COMPANY	9,779,678	0.49%
56	GENERAL SECURITY INDEMNITY COMPANY OF ARIZONA	9,496,206	0.48%
57	UNITED NATIONAL INSURANCE COMPANY	8,970,878	0.45%
58	NATIONAL FIRE & MARINE INSURANCE COMPANY	8,455,348	0.43%
59	LLOYD'S OF LONDON SYNDICATE #4242	8,370,273	0.42%
60	LLOYD'S OF LONDON SYNDICATE #2001	7,957,158	0.40%
61	ASPEN INSURANCE UK LIMITED	7,698,355	0.39%
62	LLOYD'S OF LONDON SYNDICATE #0958	7,674,358	0.39%
63	LLOYD'S OF LONDON SYNDICATE #3624	7,485,172	0.38%
64	GENERAL STAR INDEMNITY COMPANY	7,461,501	0.38%
65	LLOYD'S OF LONDON SYNDICATE #4472	7,452,528	0.38%
66	LLOYD'S OF LONDON SYNDICATE #4444	7,184,600	0.36%
67	ROCKHILL INSURANCE COMPANY	6,926,340	0.35%
68	MAXUM INDEMNITY COMPANY	6,894,484	0.35%
69	HUDSON SPECIALTY INSURANCE COMPANY	6,578,080	0.33%
70	HOMELAND INSURANCE COMPANY OF NEW YORK	6,454,629	0.33%
71	LLOYD'S OF LONDON SYNDICATE #4020	6,117,390	0.31%
72	TORUS SPECIALTY INSURANCE COMPANY	5,827,847	0.29%
73	LLOYD'S OF LONDON SYNDICATE #1206	5,780,074	0.29%
74	LLOYD'S OF LONDON SYNDICATE #1200	5,700,955	0.29%
75	LLOYD'S OF LONDON SYNDICATE #1084	5,686,454	0.29%
76	LLOYD'S OF LONDON SYNDICATE #1414	5,620,652	0.28%
77	WESTERN HERITAGE INSURANCE COMPANY	5,471,044	0.28%
78	FIREMAN'S FUND INSURANCE COMPANY OF OHIO	5,210,914	0.26%
79	LLOYD'S OF LONDON SYNDICATE #0807	5,181,887	0.26%
80	FIRST SPECIALTY INSURANCE CORPORATION	5,175,809	0.26%
81	LLOYD'S OF LONDON SYNDICATE #0570	4,996,741	0.25%
82	USF INSURANCE COMPANY	4,955,374	0.25%
83	MAIDEN SPECIALTY INSURANCE COMPANY	4,942,822	0.25%
84	MOUNT VERNON FIRE INSURANCE COMPANY	4,829,281	0.24%
85	COLONY NATIONAL INSURANCE COMPANY	4,755,298	0.24%
86	NORTHFIELD INSURANCE COMPANY	4,634,173	0.23%
87	LLOYD'S OF LONDON SYNDICATE #1183	4,450,571	0.22%
88	LLOYD'S OF LONDON SYNDICATE #4000	4,072,832	0.21%
89	TRAVELERS EXCESS AND SURPLUS LINES COMPANY	4,008,972	0.20%
90	LLOYD'S OF LONDON SYNDICATE #2010	3,995,538	0.20%
91	AIX SPECIALTY INSURANCE COMPANY	3,990,412	0.20%
92	PHILADELPHIA INSURANCE COMPANY	3,779,672	0.19%
93	AXIS SPECIALTY EUROPE LIMITED	3,650,265	0.18%
94	LLOYD'S OF LONDON SYNDICATE #1225	3,626,952	0.18%
95	QBE INSURANCE (EUROPE) LIMITED	3,622,270	0.18%
96	STARR SURPLUS LINES INSURANCE COMPANY	3,587,409	0.18%
97	PENN-STAR INSURANCE COMPANY	3,583,201	0.18%
98	LLOYD'S OF LONDON SYNDICATE #2791	3,577,424	0.18%
99	LLOYD'S OF LONDON SYNDICATE #5000	3,549,928	0.18%
100	GOTHAM INSURANCE COMPANY	3,526,030	0.18%
	<b>SUBTOTAL</b>	<b>\$1,870,268,459</b>	<b>94.30%</b>
	All Other Companies	113,078,174	5.70%
	<b>TOTAL</b>	<b>\$1,983,346,633</b>	<b>100.00%</b>

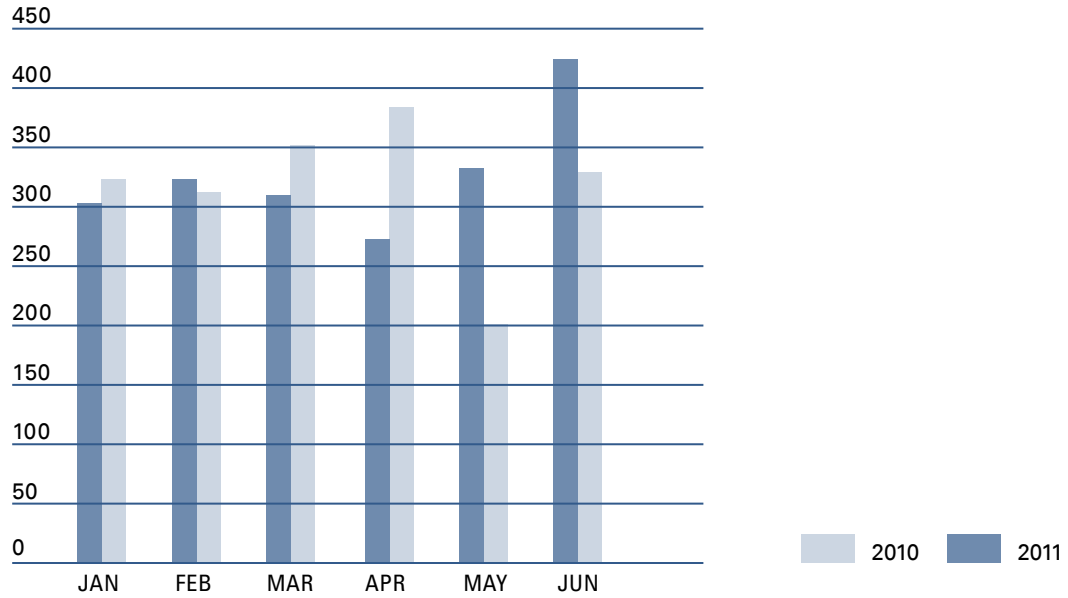
## Top 50 Coverages

Based on Premium Processed through June 30, 2011

RANK	EXPORT	COVERAGE	PREMIUM PROCESSED	% OF TOTAL
1		GENERAL LIABILITY	\$397,540,183	20.04%
2	E	COMMERCIAL DIC/STAND ALONE EARTHQUAKE	321,701,501	16.22%
3		ERRORS AND OMISSIONS	277,433,040	13.99%
4		ALL RISK COMMERCIAL PROPERTY	143,400,089	7.23%
5		SPECIAL MULTI-PERIL PACKAGE	117,400,059	5.92%
6		EXCESS LIABILITY	91,939,770	4.64%
7	E	HOMEOWNERS EARTHQUAKE/EXCESS LIMITS OR DEDUCTIBLE BUYBACK	78,457,903	3.96%
8		PROFESSIONAL LIABILITY	70,464,265	3.55%
9	E	LIMITS THAT ATTACH IN EXCESS OF \$150 MILLION	64,435,584	3.25%
10	E	ENVIRONMENTAL IMPAIRMENT REMEDIATION & POLLUTION LIABILITY	57,238,214	2.89%
11		MISCELLANEOUS	48,790,439	2.46%
12		DIRECTORS AND OFFICERS	46,494,882	2.34%
13	E	EMPLOYMENT PRACTICES LIABILITY	40,627,329	2.05%
14	E	PRODUCTS/COMPLETED OPERATIONS (WRITTEN ON A STAND ALONE BASIS)	30,346,361	1.53%
15		INLAND MARINE	14,841,873	0.75%
16	E	VACANT BUILDINGS	12,354,608	0.62%
17		HOMEOWNERS	11,218,158	0.57%
18		HOMEOWNERS MULTI-PERIL	10,876,452	0.55%
19	E	HIGH LIMITS DISABILITY	10,115,976	0.51%
20		AUTO PHYSICAL DAMAGE-COMMERCIAL	9,669,074	0.49%
21	E	EVENT CANCELLATION	8,535,723	0.43%
22		HOSPITALS	7,330,145	0.37%
23		GARAGE LIABILITY	7,082,784	0.36%
24		COMMERCIAL PROPERTY-BASIC	6,847,936	0.35%
25		AUTO LIABILITY-COMMERCIAL	6,533,397	0.33%
26	E	SECURITY GUARD SERVICES	6,139,717	0.31%
27	E	PRODUCTS RECALL	6,021,821	0.30%
28		SINGLE FAMILY DWELLING/DUPLEX	5,906,920	0.30%
29	E	CONTRACTORS ENGAGED IN CONSTRUCTION OF NEW TRACT HOMES AND/OR NEW CONDOMINIUMS	5,324,323	0.27%
30		TERRORISM	4,806,715	0.24%
31		AVIATION	4,157,046	0.21%
32		EXCESS WORKERS COMPENSATION	3,833,256	0.19%
33		FIDELITY	3,021,000	0.15%
34		ACCIDENT	2,792,101	0.14%
35	E	PERSONAL ARTICLES FLOATERS WRITTEN ON A STAND ALONE BASIS WHERE THE VALUE OF THE SCHEDULE IS IN EXCESS OF \$1,000,000 OR CONTAINS A SINGLE ITEM(S) OVER \$100,000	2,717,445	0.14%
36		PRODUCT TAMPERING	2,660,429	0.13%
37		GROUP HEALTH	2,632,805	0.13%
38		AUTO COMBINED LIAB & PHYS DAMAGE-COMM.	2,486,688	0.13%
39	E	CLINICAL & SIMILAR TESTS OF PHARMACEUTICAL, MEDICAL, BIOLOGICAL AND OTHER SIMILAR PRODUCTS	2,329,307	0.12%
40		RESIDENTIAL EARTHQUAKE	2,159,124	0.11%
41		DISABILITY INCOME	2,150,825	0.11%
42	E	SHORT TERM SPECIAL EVENTS (EXCLUDING HOLE-IN-ONE COVERAGE)	1,812,840	0.09%
43		SPECIAL MULTI-PERIL WITH TERRORISM	1,705,745	0.09%
44	E	AMUSEMENT PARKS/CARNIVALS AND AMUSEMENT DEVICES	1,686,461	0.09%
45		BONDS	1,384,720	0.07%
46	E	EXCESS FLOOD	1,337,002	0.07%
47	E	AMUSEMENT PARKS/CARNIVALS/DEVICES	1,285,460	0.06%
48	E	CRANE & RIGGING CONTRACTORS	1,123,232	0.06%
49		CRIME	1,099,673	0.06%
50	E	OILFIELD CONTRACTORS	1,003,578	0.05%
		<b>SUBTOTAL</b>	<b>\$1,963,253,979</b>	<b>98.99%</b>
		All Other Coverages	20,092,654	1.01%
		<b>TOTAL</b>	<b>\$1,983,346,633</b>	<b>100.00%</b>

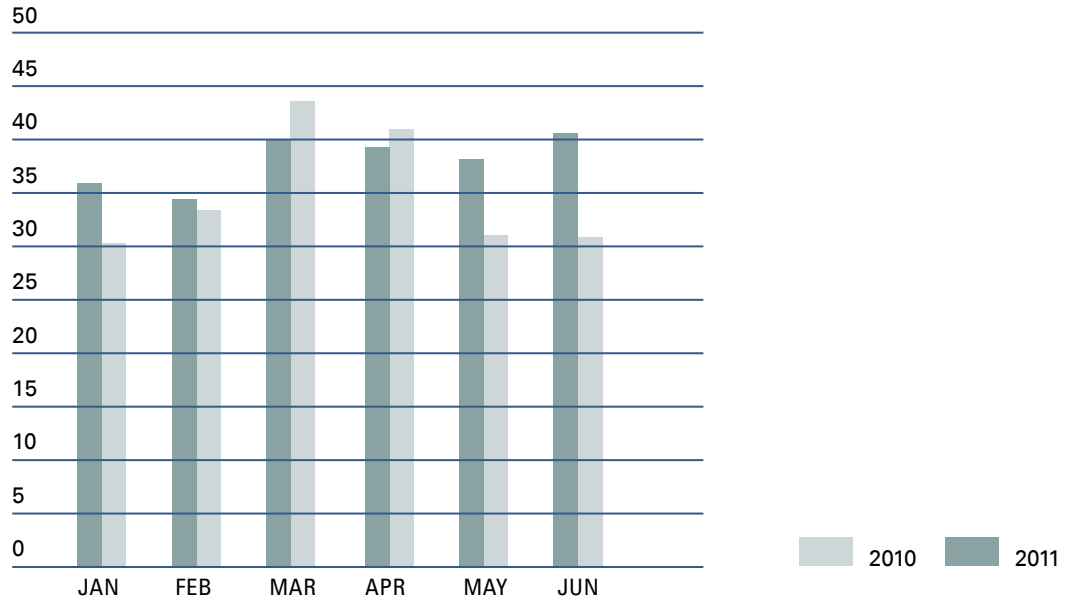
**Comparison of Premium Processed for 2nd Quarter 2011 versus 2010**

*All values represented in Millions*



**Comparison of Items Processed for 1st Quarter 2011 versus 2010**

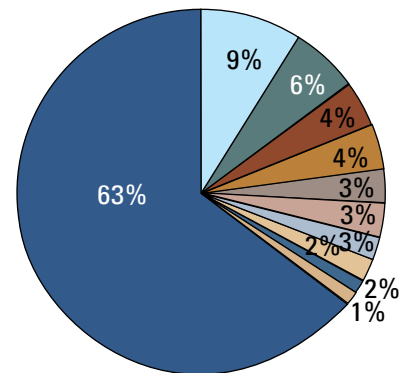
*All values represented in Thousands*





## Issued Tags for 2nd Quarter 2011

Tags Description	Percentage	Count
Late Filing with Explanation	63%	43,166
Late Filing	6%	4,047
Incomplete SL2 Form	4%	3,035
Section 7(B) of SL2 Incomplete	4%	2,665
Incomplete SL1 Form	3%	2,194
Incomplete Admitted Company Names	3%	2,057
Renewal has No Record of Prior Policy	3%	1,886
No Record of Policy Endorsement	2%	1,608
Lloyd's Syndicate Numbers	2%	1,077
Unlisted Admitted Company	1%	972
All Other Tags	9%	6,172
<b>Total</b>		<b>68,879</b>



*Over 50% of the tags issued by the stamping office are for late filings.*

## INFORMATION TECHNOLOGY

The Infinity SLIP Broker Portal Project began system testing in July with testing by various volunteer members scheduled for August, just prior to the live training seminars and subsequent release of the system. The remaining project schedule is as follows:

- User Acceptance/SLA Member Testing (UAT) – August 8-12, 2011
- SLIP Training (San Francisco) – August 23, 2011
- SLIP Training (Fresno) – August 24, 2011
- SLIP Training (Southern California) – August 25, 2011
- Tentative Release Date (dependent upon Member feedback from UAT) – August 29, 2011

Live and recorded webinars will also be available in the upcoming months to assist persons filing through SLIP. In addition, new regulations affecting filing of Surplus Lines policies have been accommodated by the new software. When the

SLIP Broker Portal is released, members will be able to submit filings, including electronic SL-1, SL-2 and declarations pages. Brokers will also be able to have filings automatically submitted through their Agency Management System (AMS) directly to the California SLA. The degree of automation will be dependent on the existing technology at each broker's office. Please contact the SLA IT Department for assistance in developing the automated upload processes.

In addition to SLIP, the SLA has been working to develop informational sections of the SLA website pertaining to NRRRA and other California regulatory changes. Information contained will include interpretation and summaries of the regulatory changes, changes to California filing procedures, and a copy of the actual legislation as it is written. This information can be found on the SLA website at [www.slacal.org/nrrra\\_help\\_center.html](http://www.slacal.org/nrrra_help_center.html).

# Scheduled Educational Events for The Surplus Line Association of California

August - October 2011

All our seminars are approved for California Fire & Casualty Broker-Agents (FX)  
and Personal Lines Broker-Agents (PL)

## Implementing NRRA and SLIP (Electronic Filing System)

### Presented by

**Louie Castoria**

Attorney at Law

Wilson Elser Moskowitz Edelman & Dicker LLP

**Joy Erven**

Director of the Stamping Office

The Surplus Line Association of California

**Jeff Moore**

Project Manager

Infinity Software Development, Inc.

**Christie Wilson**

Business Process Analyst

Infinity Software Development, Inc.

**Registration and coffee at 7:30 a.m.**

Seminar 8:00 a.m. - 12:00 p.m. - 4 CE Credits - Course # 264232

### Dates

**Tuesday, August 23, 2011**

PG&E Conference Center Auditorium

245 Market Street

San Francisco, CA 94105

(use Beale Street entrance)

**Wednesday, August 24, 2011**

Radisson Hotel & Conference Center

2233 Ventura Street

Fresno, CA 93721

**Thursday, August 25, 2011**

Hilton Universal City

555 Universal Hollywood Drive

Universal City, CA 91608

## Crisis and Claim Containment in a World of Increasing Exposure

### Presented by

**Susan Bryan, AIC, ARM, CRIS**

Chartis Excess Casualty

**Registration and coffee at 8:00 a.m.**

Seminar 8:30 a.m. - 11:30 a.m. - 3 CE Credits - Course # 265207

### Dates

**Tuesday, September 20, 2011**

Hilton Universal City

555 Universal Hollywood Drive

Universal City, CA 91608

**Wednesday, September 21, 2011**

PG&E Conference Center Auditorium

245 Market Street

San Francisco, CA 94105

(use Beale Street entrance)

## Underwriting Garage Risk

### Presented by

**Sandy Zrimsek, AINS**

Regional Manager Transportation Division, Colony Specialty

**Registration and coffee at 8:00 a.m.**

Seminar 8:30 a.m. - 11:30 a.m. - 3 CE Credits - Course # 189939

### Dates

**Tuesday, October 18, 2011**

Hilton Universal City

555 Universal Hollywood Drive

Universal City, CA 91608

**Wednesday, October 19, 2011**

PG&E Conference Center Auditorium

245 Market Street

San Francisco, CA 94105

(use Beale Street entrance)

## 2011 SLA Executive Committee

**Patrick Hanley - Chairman**

*Socius Insurance Services, Inc.*

**Davis Moore - Vice Chairman**

*Worldwide Facilities, Inc*

**Pam Quilici - Secretary Treasurer**

*Crouse & Associates*

**Les Ross**

*Wholesale Trading Co-Op Insurance Services, LLC*

**Dean Andrighetto**

*Westchester Specialty Insurance Services*

**Denis Brady**

*R-T Specialty, LLC*

**Chris Brown**

*Brown & Riding Insurance Services, Inc.*

**John Edack**

*Arch Specialty Insurance Agency, Inc.*

**Rupert Hall**

*M.J. Hall & Company, Inc.*

**Ian Fitt**

*Western Re/Managers Insurance Services, Inc.*

**Phil Mazur**

*Swett & Crawford*

**Anne McNally**

*Wells Fargo Insurance Services*

**Gerald J Sullivan**

*Gerald J. Sullivan & Associates*

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**Ted Pierce**

*Executive Director, SLA*

**Joy Erven**

*Director, Stamping Office, SLA*

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*The SLA Quarterly is published by The Surplus Line Association of California, 50 California Street, 18th floor, San Francisco, CA 94111 for the members of The Surplus Line Association*