



CLISTON L. BROWN

COMMUNICATIONS/GOVERNMENT RELATIONS/PUBLIC AFFAIRS EXECUTIVE

VICE PRESIDENT, PUBLIC AFFAIRS, SURPLUS LINE ASSOCIATION OF CALIFORNIA

PROFESSIONAL EXPERIENCE

- Communications/media relations professional – 19 years
- Journalist – 11 years
- Board, legislative and regulatory relations professional – seven years
- Departmental manager – seven years

EDUCATION

- B.A. in Communication, Valparaiso University (Valparaiso, IN) 1994
- Associate in Surplus Lines Insurance (ASLI), The Institutes 2020

SUMMARY OF WORK EXPERIENCE

Communications/Government Relations/Public Affairs

- **2019 – Current:** Vice President, Public Affairs, Surplus Line Association of California, San Francisco/San Ramon, CA
- **2013 – 2019:** Vice President, Communications and Government Relations, Surplus Line Association of California, San Francisco/San Ramon, CA
- **2009 – 2013:** Director, State Public Affairs, Property Casualty Insurers Association of America, Chicago/Des Plaines, IL
- **2007 – 2009:** Director, Federal Public Affairs, Property Casualty Insurers Association of America, Washington, DC
- **2003 – 2007:** Director, Public Affairs and Media Relations, Independent Insurance Agents and Brokers of America, Washington, DC/Alexandria, VA
- **2001 – 2003:** Director of Communications, Congressman Peter J. Visclosky, Washington, DC

Journalism

- **2015 – 2018:** Freelance Political Columnist/Analyst, *Observer*, New York, NY
- **2000 – 2001:** Reporter, *Corporate Legal Times*, Chicago, IL
- **1994 – 2000:** Reporter, *The Times*, Crown Point/Munster, IN

MEMBERSHIPS

- **2019 – Current:** Political Action Committee, Wholesale & Specialty Insurance Association (WSIA)

CAREER HIGHLIGHTS

Secured the enactment of SLA-sponsored California Assembly Bill 1641 in 2017 through a multifaceted outreach campaign to legislators, legislative staff, and interested parties.

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Secured amendment to California Assembly Bill 3012 in 2020 ensuring surplus line insurers could participate in FAIR Plan Clearinghouse.

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Helped prevent adverse legislation after a State Senate Insurance Committee hearing in 2016, leading SLA efforts to work with committee staff on its inquiry into trends in the surplus line homeowners' insurance market.

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Helped prevent adverse legislation in 2020 (California Assembly Bill 1552) that would have retroactively forced insurers to pay excluded business interruption losses related to the COVID-19 pandemic.

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Secured the enactment of two amendments to the SLA's constitution in 2018 through multimedia marketing campaign utilizing e-mail, direct mail and telephone outreach to eligible, authorized voting representatives of SLA members.

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As Director, Federal Public Affairs at PCI, earned 18 percent more media mentions than nearest competitor in 2008 and 34 percent more in 2009. During this time, media contacts increased by 142 percent, from 19 per month to 42 per month.

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Generated more than 370 news clips to inform public about proper preventative and claims filing procedures before, during and after Hurricane Irene in 2011.

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Earned quotes in 20 newspaper articles, including stories in the *New York Times*, Associated Press and other key regional outlets, before and after Superstorm Sandy in 2012. Also placed PCI staff on CNBC and Bloomberg TV.

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Earned coverage in key regional newspapers (including *Miami Herald*, *St. Petersburg Times*, *Tallahassee Democrat*), as well as several mentions by AP, during 2011 legislative debate over property insurance in Florida.

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Led 10-person team (partly internal, partly external) in successful 2012 campaign to improve Florida's no-fault auto insurance system, resulting in favorable legislation supported by PCI.

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Successfully co-organized President George W. Bush's speech to IIABA National Legislative Conference in 2005; worked closely with U.S. Secret Service.

DUTIES AND RESPONSIBILITIES, CURRENT POSITION

SURPLUS LINE ASSOCIATION OF CALIFORNIA (2013-PRESENT)

VICE PRESIDENT, PUBLIC AFFAIRS

- Liaise with legislators, regulators, board members and news media
- Represent the SLA at key national and regional meetings
- Serve as staff liaison to the SLA's Legislative Committee
- Write scripts, speeches and/or talking points for executive director, chair of the board
- Monitor relevant industry news and report to key stakeholders
- Develop promotional/informational materials, including advertising
- Prepare and administer annual department budget