



The Surplus Line  
Association of California

---

12667 Alcosta Boulevard  
Suite 450  
San Ramon, CA 94583

---

275 Battery Street  
Suite 750  
San Francisco, CA 94111

---

P 415.434.4900

---

[slacal.com](http://slacal.com)

June 17, 2019

In talking with many people in our industry, it has become clear to us that many of you may not be exactly sure of all the ways we serve you, our members.

Our primary charge from the Department of Insurance is for the Data Analysis Department to analyze all surplus lines policies filed in California; for the Financial Analysis Department to analyze carriers for solvency; to advise the CDI regarding surplus lines matters; and to ensure broker compliance with all pertinent laws and regulations. Beyond those vital requirements, we also have a responsibility to our members. We take that responsibility very seriously.

We see it as our job to provide services, training, education, and vital information to the entire California surplus lines community. Each of our departments with external-facing roles—Communications and Government Relations, Data Analysis, Technology, Education and Compliance, and Financial Analysis—provides valuable services to you.

Here is a rundown of some of the most important and useful things we do for members:

**Communications and Government Relations**

- Liaises with legislators and staff in support of laws that will benefit the surplus lines marketplace and their consumers.
- Monitors key legislation and regulation affecting the industry at both the state and federal levels and works with legislators, regulators, and their staffs to ensure that laws and regulations do not adversely impact you.
- Works with other insurance industry participants (companies, associations, etc.) to ensure that the surplus lines industry and its members do not come into conflict with them.
- Provides a comprehensive informational brochure to each new licensee to familiarize them with the SLA and its member services, as well as important facts they need to know about the industry.
- Distributes quarterly updates on which brokers and companies doing business in California are earning the most surplus line premiums.
- Issues news alerts when important developments arise that you need to know about.
- Produces a daily e-mail (*Daily News Digest*) which includes links to the top news stories of the day about the surplus lines industry.
- Publishes a periodical newsletter (*SLA Connection*) three times a year to update you on what the SLA is doing to serve you and also about vital marketplace news you need to know.
- Informs members about upcoming meetings and networking events.

**The Surplus Line  
Association of California**

---

12667 Alcosta Boulevard  
Suite 450  
San Ramon, CA 94583

---

275 Battery Street  
Suite 750  
San Francisco, CA 94111

---

P 415.434.4900

---

[slacal.com](http://slacal.com)

### **Data Analysis and Technology**

- Analyzes approximately 800,000 filings each year to ensure you are in compliance with all pertinent laws and regulations.
- Maintains the SLA Learning Center.
- Provides guidance to help you ensure your filings are accurate and compliant, notifying you of errors and giving you the opportunity to correct them before the filing goes to the CDI.
- Takes your questions about filing procedures, error notifications, premium taxes.
- Works with the Premium Tax Audit Board on your behalf if you have a specific issue with the premium tax owed.
- Provides special reports as requested on any aspect of the surplus lines marketplace.
- Provides technical assistance as needed with Surplus Lines Insurance Portal (SLIP) electronic filing.
- Solicits member feedback on how to improve the SLA's existing systems in order to ease the filing process.
- Generates industry reports and metrics to assist members with market analysis.

### **Education and Compliance**

- Provides free continuing education courses in both northern and southern California to help you keep current with your licensing requirements.
- Works with the Licensing Division of the CDI on licensing and bond issues of our members.
- Offers instruction on filing procedures through webinars, phone calls, e-mail or in-person visits to your offices.
- Produces a two-hour training that the law requires all employees of a brokerage who solicit, negotiate, or effect insurance coverage placed with a nonadmitted insurer to take.
- Provides SLIP training to filers.
- Offers customized training to the top tagged brokers.
- Creates tutorials, manuals, and guides for the SLA website on licensing and filing procedures.
- Works with the Premium Tax Audit Bureau to resolve tax issues for our members.

### **Financial Analysis**

- Conducts a financial review of each company on the List of Approved Surplus Line Insurers (LASLI), as well as prospective companies, to determine whether the carriers you place business with are meeting California's financial stability, integrity and reputation standards. We do this to ensure that consumers are protected and their claims are paid.
- Monitors financial strength of non-LASLI surplus line insurers with significant California premiums.
- Tracks the premium activities of surplus line insurers operating in California to ensure your placements are made with eligible insurers and in accordance with state laws.



**The Surplus Line  
Association of California**

---

12667 Alcosta Boulevard  
Suite 450  
San Ramon, CA 94583

---

275 Battery Street  
Suite 750  
San Francisco, CA 94111

---

P 415.434.4900

---

[slacal.com](http://slacal.com)

- Reports allegations of illegal insurance activity in the surplus line market to minimize risk of harm to your insureds.
- Informs brokers, via bulletins, of additions, deletions and other changes to the LASLI.
- Keeps you informed of changes to companies on the LASLI and maintains up-to-date contact information for each LASLI-listed company.
- Facilitates diligent searches of the admitted market by maintaining up-to-date information on admitted companies.
- Acts as the go-to source of expertise on California surplus line laws and regulations for insurers and offers guidance on compliance with California eligibility and filing requirements.

As the surplus line industry in California continues to grow—having set new records for written premiums in each of the last four years and on pace to break the record again this year—we too have grown to meet your needs. We have increased our staff substantially to address the sharp increases in business that the surplus lines marketplace in California has experienced in recent years.

We are your association, and we are here to help you. Please feel free to reach out to us anytime.

Sincerely,



**Benjamin J. McKay, J.D., M.P.A.**  
CEO and Executive Director  
Surplus Line Association of California

