

BENJAMIN J. McKAY, J.D., M.P.A.

bmckay@slacal.com

EXPERIENCE

- 2012-present **SURPLUS LINE ASSOCIATION OF CALIFORNIA (SLA)**
CEO & Executive Director
Serve as the chief executive for the nation's largest surplus line association. Lead the organization and manage all aspects of the company and its 130+ employees and \$23 million budget. Responsible for executing the direction of the Board of Directors. Also, statutorily responsible to advise the California Insurance Commissioner on surplus lines issues, with the goal of maintaining a healthy marketplace. Under delegated authority from the state, operate California's stamping office, which reviews legal compliance of insurance policies totaling \$13 billion in premium. Offer educational opportunities to our membership, over 7,000+ licensed surplus lines brokers nationally. Advocate, initiate, support, and opine on legislation that impacts the surplus lines insurance industry. Analyze the soundness of insurance companies and markets who underwrite surplus lines business. Monitor the marketplace for insurance fraud. Created the Millennial Outreach program to bring more young professionals into the surplus lines industry. Other achievements include: dramatically raising the organizations public profile; completely modernizing the association; significantly improving participation in SLA events; creating an online filing system with a take-up rate of over 90%; offering online payments; moving 100% of computing to the cloud; and, encouraging over 30% of our workforce to seek additional education and training.
- 2004-2012 **PROPERTY CASUALTY INSURERS ASSOC OF AMERICA (NOW APCIA)**
Senior Vice President, Federal Government Relations
Managed the federal government relations department and directed the advocacy activities of one of the largest property and casualty insurance trade associations in the U.S., on all insurance issues before Congress. As a corporate officer and member of the senior management team: set corporate policy, developed the corporate budget, and worked directly and regularly with the board of directors. Played an important role in member relations as the federal liaison to over 1,000 insurance companies. Entrusted with lead role in the company's strategic planning process. As head of federal relations, responsible for lobbying Republicans and Democrats, in both the Senate and the House, as well as, lobbying the Administration. Held an annual Legislative Action Day conference to increase congressional awareness of P&C issues. Member of PCI's International Relations Council, which advised the CEO regarding international regulation and advocacy. (Note: PCI merged with AIA and is now know as the American Property Casualty Insurers Association.)
- 2003-2004 **OFFICE OF U.S. REPRESENTATIVE HARRIS**
Chief of Staff
Ran a U.S. congressional office and advised the representative on all aspects of her political life. Managed the Representative's work on the Financial Services and International Relations committees. Financial Services is the primary committee of jurisdiction for insurance issues. Liaised with House leadership.
- 1998-2001 **FLORIDA DEPARTMENT OF STATE**
Chief of Staff (2000-2001)
Managed the Florida Department of State: over 700 employees and a \$185 million budget. Youngest Chief of Staff in the department's history. Directed seven diverse functional units. Served as representative to:
- Gulf of Mexico States Accord, President of the Executive Committee
 - Enterprise Florida, Inc., Board of Directors, Designee
 - Florida Trade Data Center, Board of Directors

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Deputy Secretary, International & Legislative Affairs (1998-2000)

Responsible for the nation's leading state-level international affairs office. The international programs that I helped to create and manage were heralded by the National Governor's Association, Center for Best Practices, as model programs that other states should duplicate. Raised funds for and hosted the state's International Days, which brought together the international business community and the consular corps. Served as the department's head lobbyist; leading a team of fourteen registered lobbyists. Each year, developed and lobbied the passage of the department's legislative agenda, including the annual budget.

Transition Team Leader for Florida Secretary of State-Elect (1998-1999)

Led the team that reviewed the department's budget, personnel, and policies for the transition of the new administration.

1998

FLORIDA SECRETARY OF STATE CAMPAIGN

Finance Director

Responsible for all fundraising and legal compliance for the campaign. Included managing the fundraising and events teams. Served as a key strategic advisor to the candidate.

1991-1998

FLORIDA STATE LEGISLATURE

Chief Legislative Aide to State Senator, Chair, Commerce Committee (1994-98)

Legislative Aide to State Representative, Property & Casualty Committee (1992-94)

District Aide to State Senator (1991-1992)

VOLUNTEER

2022 – present

CALIFORNIA INSURANCE EMERGENCY RESPONSE ASSOCIATION

President

Pre-thinking the industry response to the next big earthquake in CA with the largest global insurers of earthquake, such as Lloyds, Swiss Re, and Munich Re.

2019 – present

UNIVERSITY OF SOUTHERN CALIFORNIA

Risk Management Advisory Council

Help to create and to build a risk management program at the university.

2019 – present

FLORIDA STATE UNIVERSITY ALUMNI ASSOCIATION

National Board of Directors

Help activate and lead the alumnae on issues and projects beneficial to the university.

2019 – present

CALIFORNIA STATE UNIVERSITY, FULLERTON

School of Risk Management and Insurance

Board of Directors

Advise the risk management program on insurance issues. Mentor undergraduate and graduate students, including taking students to London to meet with important insurance markets and brokers. **2022 Special Service Award winner.**

2016 – present

UNIVERSITY OF COLORADO, DENVER, SCHOOL OF RISK MANAGEMENT

Advisory Council

Advise the risk management program on insurance issues. Mentor undergraduate and graduate students, including taking students to London to meet with important insurance markets and brokers.

OTHER TRAINING

HARVARD LAW SCHOOL: NEGOTIATIONS FOR SENIOR EXECUTIVES

HARVARD KENNEDY SCHOOL: LEADERSHIP IN THE 21ST CENTURY

RIMS RISK MANAGEMENT ACADEMY AT LLOYD'S OF LONDON 2017

NAPSLO EXECUTIVE LEADERSHIP SCHOOL

SIX SIGMA CHAMPION CERTIFIED

RELEVANT ACTIVITIES AND ACCOMPLISHMENTS

AUTHOR. Co-authoring the book: *Annotations to Surplus Lines Statutes* on behalf of the Excess, Surplus Lines, & Reinsurance Committee of the American Bar Association.

INSURANCE EXPERT. Testified before the California and Florida legislatures on insurance and other matters. Appeared on C-SPAN as an expert on flood insurance. Taught an accredited continuing education course to surplus lines brokers.

WASHINGTON TOP LOBBYIST. In 2007, 2008, 2009, 2010, and 2011, named by The Hill Newspaper as one of "The Best in the Business for Business."

THE WASHINGTON CAMPUS. Lecturer (2010-2011). Taught a class entitled, Business and Government to MBA candidates from various programs from throughout the United States.

BLACK BELT IN TAE KWON DO. New Jersey and Alabama state champion. Qualified and fought in the 1988 Olympic trials, coming within two matches of making the U.S. Olympic Team.

ACTIVITIES. In 2014, 2015, and 2016, ran the Marine Corp Marathon. In 2017 completed a half Ironman. Scuba diver with Open Water, Advanced Open Water, and Rescue Diver certifications. Youth soccer coach.