

# SLA CONNECTION

Surplus Lines News from the Golden State

The Surplus Line Association of California

Spring 2017

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## Boston Common

*New SLA chair stays true to his blue-collar Beantown roots*

**By Cliston Brown** Editor-In Chief, SLA Connection

If you talked with **Tom Ciardello** for 30 seconds, you probably never would guess the new chair of the SLA Board of Directors has been in San Francisco for more than 30 years.

You won't get too far into a conversation with him before he refers to his beloved Red Sox, and clearly time has done little to dull the other characteristics that most people possessing any familiarity with New England would immediately recognize as pure working-class Boston: the distinct accent, the guarded grin, the unguarded straight talk, and the dislike of the spotlight. He doesn't mind talking, but he hates talking about himself. He has been in the Bay Area long enough to appreciate the Oakland A's, but not long enough to keep from giving an Uber operator in Los Angeles a healthy dose of ribbing about wearing a Dodgers hat—the kind of good-natured but nonetheless pointed tweaking one would be likelier to hear at Fenway Park than at the Oakland Coliseum.

Imagine if the driver had been wearing a Yankees cap.

Ciardello didn't start out with a silver spoon. Upon graduating from high school in the early 1970s, he was all set to enter the military. But his girlfriend (now his wife) suggested college, and he decided to attend Northeastern University, where a blue-collar kid without a ton of money could get an education.

"I went there because it was a co-op institu-



**Tom Ciardello**

tion," Ciardello said. "You go five years and work in your field."

As a co-op student, Ciardello started his career with what is now Aon Boston. He had a number of offers in other fields, but he liked surplus lines and decided to stay in the business. After seven years at Lexington Insurance Company, he joined a start-up, Tri-City, in San Francisco in 1986.

Fast-forward more than 30 years to today, and he is not only

senior executive vice president with Worldwide Facilities but also the chair of the SLA board for 2017. Ciardello ascended to the top spot after his election at the SLA's Annual Meeting in February, the culmination of four years on the board. Ciardello previously had served on the Stamping Committee for three years and the Technology Committee for a year.

As so often happens, it was a suggestion from another industry leader that got Ciardello onto the board and on track to become its chair.

"I was asked by one of the past chairs, Denis Brady, to get involved with the board," Ciardello recalled. "He thought it would be good since I'd been involved in the surplus line industry for my whole career and in San Francisco for nearly 30 years. He asked if I would be willing to give back to the community, and I said yes."

As Ciardello takes the helm of the SLA board, he knows that 2017 will present a very large challenge: after 80 years in San Francisco, the SLA

**Story continues on Page 2**

## Boston Common

will move the bulk of its operations to San Ramon in the East Bay this summer. With rental costs skyrocketing in San Francisco since the SLA last signed a lease in 2005, good fiscal stewardship dictated a move to a community with more reasonable prices. While the SLA will maintain a small footprint in the city, the entire operation will be vacating its current office space, a large-scale operation that will inevitably be a focal point for the association this year.

But the fact of this major undertaking by the association in 2017 does not mean that all other goals can be put on hold. Ciardello wants to see the SLA continue to make progress in several other key endeavors in 2017. In particular, he wants the SLA to continue upgrading its technology systems and to keep making

a concerted effort to get more millennials involved in both the association and the industry as a whole. With the surplus line space skewing older, there is a real need to bring young talent in for continuity purposes, and that is

*"I was asked by one of our past chairs, Denis Brady, to get involved with the board. He thought it would be good since I'd been involved in the surplus line industry my whole career and in San Francisco for nearly 30 years. He asked if I would be willing to give back to the community, and I said yes."*

why the SLA board has tasked the association with helping to identify and recruit promising students and young adults to work in this field. Ciardello believes this effort, like many important endeavors, starts from the top.

## Continued from Page 1

"The industry in general has a gap between ages 35 and 55, and that permeates itself right onto our board," Ciardello said. "That was one of the reasons for getting some younger blood invested in our board and committees this year."

Like the chairs who have preceded him, Ciardello thinks the SLA and its staff have made spectacular progress in the past few years, becoming a modern, credible leader in the industry and providing a level of support for its members unprecedented in its history. His hope is to continue building on the legacy of his predecessors and leave the SLA better than it was when he started his term in February, particularly in the areas of technological advances and millennial recruitment that are among his goals for the year.

"The agenda the board has put out, if I can look back in October or November and see that it's been executed, it'll be a successful year," Ciardello said. "I look forward to handing the torch off next year to (Vice Chair) Bob Gilbert to continue what the board started years ago."

# SLA Resident Members Elect 2017 Board

*Gilbert, Moran Become Vice Chairman, Secretary-Treasurer of the SLA Board of Directors*

In addition to electing **Tom Ciardello** the new chair of the Board of Directors for 2017 in February, resident members of the Surplus Line Association of California (SLA) also elected the vice chair, secretary-treasurer and 10 more board members for the year.

**Bob Gilbert**, director of underwriting and production for Markel West Insurance Services, is the board's new vice chair, and **Terri Moran**, Western Region executive and construction practice leader with Vela Insurance Services, is the new secretary-treasurer.

Gilbert served as secretary-treasurer in 2016, and Moran served as a board member last year.

Elected to the board to fill two vacancies were **Tim Chaix** of R.E. Chaix and Associates and **Hank Haldeman** of the Sulli-



**Bob Gilbert**

van Group.

Finally, voters confirmed **Chris Houska** of R-T Specialty, LLC, the 2016 chairman, as a board member for 2017, and retained seven other members from the 2016 board in their positions:

- **Janet Beaver**, Tokio Marine HCC
- **Denis Brady**, Burns & Wilcox Brokerage
- **Rupert Hall**, M.J. Hall & Company, Inc.
- **Davis Moore**, Worldwide Facilities, Inc.
- **Pam Quilici**, Crouse & Associates Insurance Services of Northern California, Inc.
- **Les Ross**, Wholesale Trading Insurance Services, Inc.
- **Jerry Sullivan**, The Sullivan Group

All members of the board serve until the 2018 Annual Meeting, at which time a new election for the board and officers will take place.

The Annual Meeting scheduled for Feb-



**Terri Moran**

ruary 2018, in San Francisco and Los Angeles, will provide an opportunity for authorized voting representatives to vote on the new board and officers at that time. The SLA constitution requires one-third of all

resident members who filed an SL-1 or SL-2 form in the preceding 12 months to vote in order to constitute a quorum.

If a quorum is not reached during the regular meeting, SLA must solicit the necessary votes online or by telephone, a process which can take several weeks to conclude.

The SLA urges all authorized voting representatives of resident members filing business in 2017 to attend next year's meeting, which is not only an opportunity to elect the new board but to network and interact with some of the leading surplus lines professionals in California.

# SLA Advocacy Team Uses Personal Touch

*There is no substitute for in-person meetings when it comes to building, maintaining relationships with movers and shakers in government and industry*



**By Benjamin J. McKay**  
SLA Executive Director

In advocacy, the personal touch matters, and this fact came home to me once again after a trip to Sacramento in March to meet with key staffers on the State Assembly's Committee on Insurance.

We had a very productive meeting with these two gentlemen, and the next day, we received a personal note from one of them expressing appreciation that we had taken the time to come. He said he thought it was important to meet with the principal officers of associations such as ours, rather than just hearing from intermediaries. The note concluded by offering an ongoing dialogue with us on matters of mutual interest going forward.

This was just one of several meetings our advocacy team conducted in the first quarter of 2017. With the expansion of the Communications Department into the government relations arena last year, Vice President **Cliston Brown**, Assistant Vice President **Kelly Hogan** and I are making a point of setting up frequent meetings in Sacramento for the purpose of getting to know the movers and shakers on the key legislative committees that govern our industry in California.

It is crucial that these well-placed individuals know who we are and why our industry plays a vital role in the state's overall insurance market. Very few people who are not directly involved in surplus lines have a

wealth of knowledge about our business, but to the degree that they do, they tend to be skeptical about it. There has been a longstanding tendency for those who are unfamiliar with surplus lines to approach the industry from a default position of suspicion. But we find that when we sit down with people and explain who we are and what they do, they get it.

chairman, **Hank Haldeman**, this vital SLA committee has expanded both in its number of members and in the scope of its goals for the SLA going forward. After that meeting, we put together an outreach plan for 2017 that prioritized getting to know legislators and legislative staffers on the state Assembly and Senate insurance committees, and providing high-quality information about our

**"It is better to have a seat at the table than to be on the menu."**

It is that exchange of knowledge that we hope will cause these individuals to give us a call if issues arise or they have questions regarding surplus lines. It will be far better for us to receive an e-mail or a phone call asking us for information, than to find out one day that someone has inserted a provision into a bill that might negatively impact our brokers and their livelihoods. As a former colleague of mine said many years ago: **"It is better to have a seat at the table than to be on the menu."**

In-person meetings not only help us to raise awareness of what our industry does and why it benefits the state and its consumers, but it also gives us an opportunity to gather important intelligence about political, legislative and regulatory developments so that we can be proactive rather than reactive. When Cliston attended an industry legislative reception in Sacramento in March, he learned from a one-on-one discussion with a well-placed individual that the field of potential candidates for insurance commissioner in 2018 had changed in a substantial way that had not yet become widely known outside the state's political circles.

The genesis of this effort was a meeting with our **Legislative Committee** last year, in which the committee charged us with taking on a much more active role in interfacing with legislators, both at the state and federal level. Under the astute leadership of its

industry and our association to key legislators and staff in both Sacramento and Washington, D.C.

We are also taking the opportunity, during our trips to our state and federal capitals, to liaise with industry colleagues in the admitted space, keep the lines of communication open, and help ensure that our priorities do not come into conflict with theirs. This is not only vital for us, but greatly appreciated by them.

We will keep you posted going forward on the results of our outreach program, but one thing is for certain: we are already seeing positive results.



# Top 50 Brokers by Premium, through March 31, 2017

Rank	BROKER	PREMIUM PROCESSED	% OF TOTAL
1	MARSH USA INC.	256,304,799	15.92%
2	AON RISK INSURANCE SERVICES WEST, INC.	108,170,147	6.72%
3	R-T SPECIALTY, LLC	97,207,595	6.04%
4	SWETT & CRAWFORD	68,023,371	4.22%
5	RISK SPECIALISTS COMPANIES INSURANCE AGENCY, INC.	63,708,194	3.96%
6	CRC INSURANCE SERVICES, INC.	54,064,742	3.36%
7	RISK PLACEMENT SERVICES, INC.	49,752,331	3.09%
8	AMWINS INSURANCE BROKERAGE OF CALIFORNIA, LLC	43,136,593	2.68%
9	WORLDWIDE FACILITIES, LLC	42,630,435	2.65%
10	ALL RISKS, LTD.	39,569,880	2.46%
11	BROWN & RIDING INSURANCE SERVICES, INC.	32,607,721	2.03%
12	BURNS & WILCOX INSURANCE SERVICES, INC.	31,832,866	1.98%
13	AMWINS ACCESS INSURANCE SERVICES, LLC	24,898,313	1.55%
14	LOCKTON COMPANIES, LLC	23,353,382	1.45%
15	CROUSE & ASSOCIATES INSURANCE SERVICES OF NORTHERN CALIFORNIA, INC	20,038,901	1.24%
16	WILLIS OF OHIO, INC.	17,857,249	1.11%
17	SOUTHWEST BUSINESS CORPORATION	16,234,720	1.01%
18	BEECHER CARLSON INSURANCE SERVICES, LLC	16,049,501	1.00%
19	AMWINS BROKERAGE OF GEORGIA, LLC	14,533,792	0.90%
20	SCOTTISH AMERICAN INSURANCE GENERAL AGENCY, INC.	14,527,625	0.90%
21	PARTNERS SPECIALTY GROUP, LLC	14,466,877	0.90%
22	SOCIUS INSURANCE SERVICES, INC.	14,326,918	0.89%
23	SPECIALTY PROGRAMS & FACILITIES MANAGERS, INC.	13,452,569	0.84%
24	HARRY W. GORST COMPANY, INC.	13,031,622	0.81%
25	NATIONAL TRANSPORTATION ASSOCIATES, INC.	12,564,745	0.78%
26	MONARCH E & S INSURANCE SERVICES	11,574,515	0.72%
27	PETERSEN INTERNATIONAL UNDERWRITERS	11,169,718	0.69%
28	WILLIS INSURANCE SERVICES OF CALIFORNIA, INC.	10,936,965	0.68%
29	WELLS FARGO INSURANCE SERVICES USA, INC.	9,444,121	0.59%
30	INTEGRO USA INC.	8,915,792	0.55%
31	IMA, INC.	8,723,503	0.54%
32	MARSH & MCLENNAN AGENCY LLC	8,659,394	0.54%
33	ARTHUR J. GALLAGHER RISK MANAGEMENT SERVICES, INC.	8,435,971	0.52%
34	COASTAL BROKERS INSURANCE SERVICES INC.	7,870,408	0.49%
35	R.E. CHAIX & ASSOCIATES INSURANCE BROKERS, INC.	7,858,580	0.49%
36	LAE INSURANCE SERVICES, INC.	7,618,486	0.47%
37	HULL & COMPANY, INC.	7,549,227	0.47%
38	AMWINS BROKERAGE OF THE MID-ATLANTIC, LLC	7,522,554	0.47%
39	CHIVAROLI & ASSOCIATES, INC.	7,017,056	0.44%
40	BASS UNDERWRITERS, INC.	6,410,513	0.40%
41	NAS INSURANCE SERVICES, LLC	5,785,869	0.36%
42	EXCEPTIONAL RISK ADVISORS, LLC	5,708,061	0.35%
43	TURNER SURETY AND INSURANCE BROKERAGE, INC.	5,468,878	0.34%
44	WHOLESALE TRADING CO-OP INSURANCE SERVICES LLC	5,327,163	0.33%
45	M.J. HALL & CO., INC.	5,229,887	0.32%
46	AMWINS BROKERAGE OF ILLINOIS, LLC	5,104,072	0.32%
47	MCGRUFF, SEIBELS & WILLIAMS, INC.	4,908,749	0.30%
48	SEABURY & SMITH, INC.	4,815,766	0.30%
49	WILLIS OF NEW YORK INC.	4,514,166	0.28%
50	JLT SPECIALTY INSURANCE SERVICES INC.	4,267,582	0.27%
	<b>SUBTOTAL</b>	<b>1,283,181,884</b>	<b>79.70%</b>
	ALL OTHER BROKERS	326,920,081	20.30%
	<b>TOTAL</b>	<b>1,610,101,965</b>	<b>100.00%</b>

# Top Carriers by Ultimate Parent by Premium, through March 31, 2017

ULTIMATE PARENT <sup>1</sup>	COMPANY	PREMIUM PROCESSED	% OF TOTAL
Lloyd's	LLOYD'S OF LONDON <sup>2</sup>	322,948,306	20.06%
<b>Lloyd's Total</b>		<b>322,948,306</b>	<b>20.06%</b>
Zurich Insurance Group Ltd	STEADFAST INSURANCE COMPANY	155,719,780	9.67%
	EMPIRE INDEMNITY INSURANCE COMPANY	6,513,621	0.40%
<b>Zurich Insurance Group Ltd Total</b>		<b>162,233,402</b>	<b>10.08%</b>
American International Group, Inc	LEXINGTON INSURANCE COMPANY	121,779,731	7.56%
	AIG SPECIALTY INSURANCE COMPANY	30,948,571	1.92%
	AIG EUROPE LIMITED	4,412,659	0.27%
	PREMIUM PROCESSED <\$1M	3,510	0.00%
<b>American International Group, Inc Total</b>		<b>157,144,472</b>	<b>9.76%</b>
Nationwide Mutual Insurance Company	SCOTTSDALE INSURANCE COMPANY	67,083,824	4.17%
	WESTERN HERITAGE INSURANCE COMPANY	1,663,979	0.10%
<b>Nationwide Mutual Insurance Company Total</b>		<b>68,747,803</b>	<b>4.27%</b>
W. R. Berkley Corporation	ADMIRAL INSURANCE COMPANY	25,422,063	1.58%
	GEMINI INSURANCE COMPANY	17,565,430	1.09%
	NAUTILUS INSURANCE COMPANY	12,341,971	0.77%
	BERKLEY ASSURANCE COMPANY	6,620,416	0.41%
	PREMIUM PROCESSED <\$1M	35,256	0.00%
<b>W. R. Berkley Corporation Total</b>		<b>61,985,136</b>	<b>3.85%</b>
Chubb Limited	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	28,481,737	1.77%
	ILLINOIS UNION INSURANCE COMPANY	20,373,366	1.27%
	CHUBB CUSTOM INSURANCE COMPANY	5,541,657	0.34%
	PREMIUM PROCESSED <\$1M	664,461	0.04%
<b>Chubb Limited Total</b>		<b>55,061,220</b>	<b>3.42%</b>
State National Companies, Inc.	UNITED SPECIALTY INSURANCE COMPANY	37,449,876	2.33%
<b>State National Companies, Inc. Total</b>		<b>37,449,876</b>	<b>2.33%</b>
Tokio Marine Holdings, Inc.	HOUSTON CASUALTY COMPANY	20,385,515	1.27%
	TOKIO MARINE SPECIALTY INSURANCE COMPANY	15,717,218	0.98%
	PREMIUM PROCESSED <\$1M	100,476	0.01%
<b>Tokio Marine Holdings, Inc. Total</b>		<b>36,203,209</b>	<b>2.25%</b>
Markel Corporation	EVANSTON INSURANCE COMPANY	33,326,300	2.07%
	ESSEX INSURANCE COMPANY (merged with and into Evanston Insurance Company)	1,833,399	0.11%
	PREMIUM PROCESSED <\$1M	948,190	0.06%
<b>Markel Corporation Total</b>		<b>36,107,890</b>	<b>2.24%</b>
American Financial Group, Inc	GREAT AMERICAN E&S INSURANCE COMPANY	30,822,535	1.91%
	AMERICAN EMPIRE SURPLUS LINES INSURANCE COMPANY	2,351,550	0.15%
	GREAT AMERICAN FIDELITY INSURANCE COMPANY	1,151,808	0.07%
<b>American Financial Group, Inc Total</b>		<b>34,325,892</b>	<b>2.13%</b>
Berkshire Hathaway Inc.	NATIONAL FIRE & MARINE INSURANCE COMPANY	23,061,726	1.43%
	GENERAL STAR INDEMNITY COMPANY	4,389,291	0.27%
	MOUNT VERNON FIRE INSURANCE COMPANY	2,988,376	0.19%
	PREMIUM PROCESSED <\$1M	33,138	0.00%
<b>Berkshire Hathaway Inc. Total</b>		<b>30,472,530</b>	<b>1.89%</b>
Argo Group International Holdings, Ltd	COLONY INSURANCE COMPANY	27,140,633	1.69%
	PELEUS INSURANCE COMPANY	1,634,632	0.10%
<b>Argo Group International Holdings, Ltd Total</b>		<b>28,775,266</b>	<b>1.79%</b>
XL Group Ltd	INDIAN HARBOR INSURANCE COMPANY	24,370,260	1.51%
	CATLIN SPECIALTY INSURANCE COMPANY	3,344,515	0.21%
	PREMIUM PROCESSED <\$1M	243,959	0.02%
<b>XL Group Ltd Total</b>		<b>27,958,734</b>	<b>1.74%</b>
AmTrust Financial Services, Inc	AMTRUST INTERNATIONAL UNDERWRITERS DAC	15,036,571	0.93%
	ASSOCIATED INDUSTRIES INSURANCE COMPANY, INC.	11,647,803	0.72%
<b>AmTrust Financial Services, Inc Total</b>		<b>26,684,374</b>	<b>1.66%</b>
Fosun International Holdings Ltd.	IRONSHORE SPECIALTY INSURANCE COMPANY	22,824,395	1.42%
	IRONSHORE EUROPE DAC	1,403,208	0.09%
	PREMIUM PROCESSED <\$1M	1,180,674	0.07%
<b>Fosun International Holdings Ltd. Total</b>		<b>25,408,277</b>	<b>1.58%</b>
<b>All Other Groups &lt;\$25M in Premium Processed</b>		<b>498,595,577</b>	<b>30.97%</b>
<b>Grand Total</b>		<b>1,610,101,965</b>	<b>100.00%</b>

<sup>1</sup> Ultimate parent as of 4/1/2017; All Lloyd's Syndicates combined under Lloyd's

# Committee Day Brings Leaders Together

**By Cliston Brown**

Editor-in-Chief

The SLA held its 3rd Annual **Committee Day** on April 19 at the historic Claremont Hotel in Berkeley, with representatives from each of the association's seven standing committees and the nominees for the Next Generation Subcommittee in attendance, as well as the SLA's Senior Staff.

The main purpose of Committee Day is to bring these volunteer leaders together to begin the planning process that will culminate with the Stamping Committee and the Board of Directors deciding which SLA programs and priorities to fund in the coming year. But there are other important purposes as well.

"We decided to create this event in 2015 because we wanted to give our committee members an opportunity to be involved and to get to know each other and understand the priorities of other committees," said **Benjamin McKay**, the SLA's executive director. "By getting everyone together, we foster a sense of working together to help make the SLA the best organization it can be for the benefit of our members and California consumers. This meeting also gives new committee members an idea of what their responsibilities are and how they can help move the SLA forward."

The event began the night before with a dinner at which attendees were assigned to sit with members of other committees, to foster cross-committee discussions and networking.

"By arranging a sort of cross-pollination at the dinner, we hoped to help all of our volunteer leaders get to know each other and develop a sense of the big picture beyond their own committees' priorities," McKay said. "We were very fortunate to bring so many of the leaders of the California surplus line community together, to share perspectives from different vantage points and to work toward establishing common goals for the benefit of the entire marketplace. In the end, our shared goal is to foster a healthy, fair and competitive surplus line marketplace for consumers and brokers alike."



# Committee Day (Continued)



## Viva Las Vegas!

### *Nevada Hosts 2017 Western States Conference June 11-13*

Get ready to roll the dice, as this year's **Western States Surplus Lines Conference** is all set for the Four Seasons Hotel on the iconic Las Vegas Strip.

Hosted by the **Nevada Surplus Lines Association (NSLA)**, the event will not only feature meetings focused on surplus line trends and news, but also Vegas-style entertainment.

The event kicks off the evening of Sunday, June 11, with a welcome reception at the Mob Museum downtown. Lunch at Monday's session features the legendary and flamboyant former Las Vegas mayor **Oscar Goodman**. Monday evening is wide open so that attendees can explore Las Vegas on their own.

Tuesday's luncheon features comedian **Jack Gallagher**. There will also be opportunities for side trips to the Ethel M Chocolate Factory, Wayne Newton's Casa de Shenandoah, and Hoover Dam, with dinner and entertainment planned for Tuesday evening.

While the conference ends on Tuesday,



June 13, attendees who enjoy golf are encouraged to stick around on Wednesday, June 14, for a shotgun/best ball golf tournament at Bali Hai Golf Club.

A large contingent from California is expected, as usual, so there will be ample networking opportunities, as well as the chance to hear about the surplus line market from colleagues in other states.

Because so many California brokers attend Western States, the SLA's combined summer Board of Directors/Stamping Committee meeting will take place in conjunction with this event, as usual.

To register for this year's Western States or for more information about the program, please go to <http://www.iplanevents.com/WSSLC17>.

## SLA Board of Directors 2017

**Tom Ciardello—Chair**  
Worldwide Facilities, LLC

**Bob Gilbert—Vice Chair**  
Markel West Insurance Services

**Terri Moran—Secretary-Treasurer**  
Vela Insurance Services

**Chris Houska—Past Chair**  
R-T Specialty, LLC

**Janet Beaver**  
HCC Casualty Insurance Services

**Denis Brady**  
Burns & Wilcox Brokerage

**Tim Chaix**  
R.E. Chaix and Associates

**Hank Haldeman**  
The Sullivan Group

**Rupert Hall**  
M.J. Hall & Co., Inc.

**Davis Moore**  
Worldwide Facilities, LLC

**Pam Quilici**  
Crouse & Associates Insurance  
Services of Northern California, Inc.

**Les Ross**  
Wholesale Trading Co-Op Insurance  
Services, LLC

**Gerald Sullivan**  
The Sullivan Group

## Industry Calendar: May-August 2017

**Insurance Industry Charitable  
Foundation (IICF) Casino Night Benefit**  
The Rotunda, 150 Stockton St.,  
San Francisco  
May 18, 2017  
<https://iicf.ejoinme.org/CasinoNight-2017Registration>

**AAMGA Annual Meeting**  
Orlando World Center, Orlando, Fla.  
May 21-26, 2017  
<http://www.aamga.org/2017annual>

**IICF Women In Insurance Global Forum**  
Sheraton New York Times Square Hotel  
June 7-10, 2017  
<http://womensconference.iicf.org/>

**Western States Surplus Lines  
Conference**  
Four Seasons Hotel, Las Vegas, Nevada  
June 11-13, 2017  
<http://www.nsla.org/>

**CIWA Summer Forum & Annual Meeting**  
Monterey Plaza Hotel & Spa, Monterey  
June 26-28, 2017  
<https://www.ciwa.net/ciwa>

**NAIC Summer Meeting**  
Philadelphia Marriott & Pennsylvania  
Convention Center  
August 5-9, 2016  
[http://www.naic.org/meetings\\_home.htm](http://www.naic.org/meetings_home.htm)

## Continuing Education Courses

### Topic: Emerging Trends and Risks

**Tuesday, May 16**, The Jonathan Club, 545  
South Figueroa Street, Los Angeles

**Wednesday, May 17**, The Merchants Ex-  
change, 75 Leidesdorff Street, San Francisco

### Topic: Cannabis

**Tuesday, July 18**, Hilton Universal City, 555  
Universal City Drive, Hollywood

**Wednesday, July 19**, The Merchants Ex-  
change, 75 Leidesdorff Street, San Francisco

### Topic: Earthquake Risk

**Tuesday, August 15**, Hilton Universal City,  
555 Universal City Drive, Hollywood

**Wednesday, August 16**, The Merchants Ex-  
change, 75 Leidesdorff Street, San Francisco

Registration and continental break-  
fast for all courses starts at 8 a.m.,  
seminars run from 8:30-11:30 a.m.  
Call Education Department at (415)  
434-4900 or register at <http://www.slacal.com/education/courses>.

### SLA Connection

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### The SLA Recognizes Former Board Chair Ian Fitt For His Service

Outgoing Board of Directors chair **Chris Houska** presents a recognition of service plaque to former chair **Ian Fitt** at the 2017 Annual Meeting in Los Angeles. Fitt, who completed his tenure on the board this year, received the honor in recognition of his service on the board and several SLA committees.

