

# SLA CONNECTION

Surplus Lines News from the Golden State

The Surplus Line Association of California

Spring 2018

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## “Educate, Educate”

*New SLA chair wants to focus on robust outreach to members*

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

Nearly 40 years in Southern California haven't entirely erased Robert Gilbert's native speaking voice, and his focus on what he wants for the SLA in 2018 is just as sharp as his Brooklyn accent.

Gilbert, who works for Markel West Insurance Services, became the chair of the SLA Board of Directors after the 2018 Annual Meeting, and his mission is very simple: he wants the SLA to work hard to reach out to its members, build relationships, and help its 5,300 licensed brokers know what they need to know to successfully navigate the world of surplus lines in California.

“I want the SLA to have its members' backs,” Gilbert said. “Educate and be informed. Our ability to supply industry information in a timely manner to our members is crucial, and it is the cornerstone of what our association is all about.”

Gilbert has made his goals and his hands-on leadership style clear, even as he was still preparing to take over the job from **Tom Ciardello**, the outgoing chair who made fiscal responsibility his hallmark during his year at the helm from February 2017 to February 2018.

“To be a leader, you've got to lead from the front. I'll never forget that being told to me many years ago,” Gilbert said. “I've always had a lot of ideas but appreciate and respect the ideas of others. I've always wanted to incorporate all of that into a bigger role, and there's nothing better than working with individuals who are clients but



**Robert Gilbert**

also competitors to get a broad view of our industry in California and the west. I've always wanted to be in a position where I could be that guy, to listen to their ideas and use them going forward.”

In addition to encouraging the SLA to increase its outreach to members, Gilbert is also keenly interested in the ongoing push to identify the next generation of surplus line professionals to which the SLA is committed.

Responding to its members' indications that recruitment of young people is a priority to help perpetuate the industry, the SLA has created a Next Generation Committee, chaired by **Pam Quilici**, to help formulate outreach strategies, and also to identify and recruit promising younger professionals who might be a good fit within the industry.

“I've always encouraged young people to come into the industry,” Gilbert said. “I've always been a teacher, for lack of a better term, and with the Next Gen committee, I'll be in a better position to know a lot of the up and coming people coming into our industry. I think the SLA gives me a better opportunity to meet more of those up-and-comers. Having hired a lot of young people who are now doing very, very well in our industry, I just think with all my experience, it's prepared me to challenge and get to know various aspects of our industry.”

One of those young people who Gilbert

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## “Educate, Educate”

helped mentor is now the new secretary/treasurer on the Board of Directors. **Janet Beaver** recalls benefitting from Gilbert’s genuine love of mentoring when she was first starting out in the industry in the 1990s.

“I met Bob 23 years ago while we were working for the same company at one of our offsite underwriting meetings and I said ‘I want to work for that guy,’” Beaver said. “He built a wonderful culture in our west coast office that I wanted to be a part of. Bob has longstanding, strong relationships, and what he taught me at a very

young age is that relationships are crucial to our industry and should be nurtured.”

Gilbert is interested in the upcoming generation in part because he has not forgotten what it was like when he broke into the industry

in the 1970s. He had not had an insurance career in mind after graduating from the University of Miami, but he basically found his way into the industry out of necessity.

“It was quite simple,” Gilbert recalled.

***“I want the SLA to have its members’ backs...Our ability to supply industry information in a timely manner to our members is crucial, and it is the cornerstone of what our association is all about.”***

“I graduated college and wanted to be in advertising in New York City, and nobody was hiring, and my cousin’s brother-in-law was a headhunter and said, ‘Would you be interested in insurance?’ I said no. He said reinsurance. I

**Continued from Page 1**  
said ‘What’s that?’ I went to an interview and ended up working for North Star Reinsurance, a subsidiary of General Reinsurance. I ended up in an incredible company, and North Star became General Star. I was transferred to LA in 1979, and except for one year in New York, I have been here ever since.”

In addition to establishing better bonds with its members and helping facilitate young people’s entry into the industry, Gilbert also wants to see the SLA continue its outreach to the movers and shakers in the corridors of power, building its government relations function to better position the industry with elected leaders, government staff and regulators.

And finally, at the end of his term next February, he wants to pass along what wisdom he can to the next chair.

“Being able to listen to the wisdom of former chairs from various companies has helped me a lot,” Gilbert said. “Incorporating all of that has gotten me to the point where I’m going to be spending a quality year getting the next person ready. Are you listening, Ms. Moran?”

# Members Elect 2018 SLA Board of Directors

*Moran, Beaver become vice chair, secretary/treasurer; four new members join the board*

In addition to electing **Robert Gilbert** the new chair of the Board of Directors for 2018 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.

**Terri Moran**, executive vice president of Cove Programs Insurance Services, is the board’s new vice chair, and **Janet Beaver**, vice president of excess casualty, Tokio Marine-HCC Casualty Group, is the new secretary-treasurer.

Moran served as secretary-treasurer in 2017, and Beaver served as a board member last year.

Elected to the board to fill four vacancies were **Rich Gobler** of Burns & Wilcox Brokerage, **Cameron Kelly** of Worldwide Facilities LLC, **Kathy Schroeder** of Sierra



**Terri Moran**

Specialty Insurance Services Inc., and **John Washington** of Arch Insurance Group.

Finally, voters confirmed **Tom Ciardello** of Worldwide Facilities LLC, the 2017 chairman, as a board member for 2018, and retained five other members from the 2017 board in their positions:

- **Tim Chaix**, R.E. Chaix & Associates
- **Hank Haldeman**, Worldwide Facilities, LLC
- **Pam Quilici**, Crouse & Associates Insurance Services of Northern California, Inc.
- **Les Ross**, Wholesale Trading Insurance Services, Inc.
- **Jerry Sullivan**, G.J. Sullivan Co., Reinsurance

All members of the board serve until the 2019 Annual Meeting, at which time a new election for the board and officers will take place.

Additionally, authorized voting representatives retained **Harry Low** as the SLA



**Janet Beaver**

mediator for 2018.

The Annual Meeting scheduled for February 2019, 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, the 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 2018 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.

# Top 50 Brokers by Group<sup>1</sup>

Based on Premium Processed by the SLA January Through March 2018

| Rank | Broker Group                                       | Premium Processed    | % of Total Premium | Total Item Count |
|------|--|----------------------|--------------------|------------------|
| 1    | MARSH & MCLENNAN COS. INC.                         | 234,357,372          | 13.98%             | 956              |
| 2    | CRC SWETT  | 200,886,019          | 11.98%             | 8,917            |
| 3    | AMWINS GROUP INC.                                  | 171,635,913          | 10.24%             | 20,039           |
| 4    | R-T SPECIALTY, LLC                                 | 111,162,173          | 6.63%              | 5,657            |
| 5    | ARTHUR J. GALLAGHER & CO.                          | 81,744,415           | 4.87%              | 2,587            |
| 6    | AON P.L.C.   | 70,670,193           | 4.21%              | 481              |
| 7    | WORLDWIDE FACILITIES, LLC                          | 57,204,829           | 3.41%              | 3,788            |
| 8    | BROWN & RIDING INSURANCE SERVICES, INC.            | 44,956,225           | 2.68%              | 2,008            |
| 9    | WILLIS TOWERS WATSON P.L.C.                        | 42,307,667           | 2.52%              | 360              |
| 10   | LOCKTON INC.                                       | 36,382,206           | 2.17%              | 1,091            |
| 11   | CROUSE & ASSOCIATES INSURANCE SERVICES             | 32,445,840           | 1.93%              | 3,172            |
| 12   | BURNS & WILCOX                                     | 30,857,303           | 1.84%              | 10,368           |
| 13   | WOODRUFF-SAWYER & CO.                              | 30,210,369           | 1.80%              | 566              |
| 14   | NATIONAL TRANSPORTATION ASSOCIATES, INC.           | 29,876,074           | 1.78%              | 1,445            |
| 15   | ALL RISKS, LTD.                                    | 29,073,298           | 1.73%              | 2,648            |
| 16   | RISK SPECIALISTS COMPANIES INSURANCE AGENCY, INC.  | 22,407,456           | 1.34%              | 402              |
| 17   | BROWN & BROWN INC.                                 | 15,610,282           | 0.93%              | 1,317            |
| 18   | USI INSURANCE SERVICES NATIONAL, INC.              | 14,393,767           | 0.86%              | 173              |
| 19   | SOUTHWEST BUSINESS CORPORATION                     | 13,378,009           | 0.80%              | 471              |
| 20   | ALLIANT INSURANCE SERVICES INC.                    | 12,080,544           | 0.72%              | 126              |
| 21   | SOCIUS INSURANCE SERVICES, INC.                    | 11,177,051           | 0.67%              | 983              |
| 22   | SCOTTISH AMERICAN INSURANCE                        | 10,309,310           | 0.61%              | 4,748            |
| 23   | THE IMA FINANCIAL GROUP INC.                       | 10,010,953           | 0.60%              | 93               |
| 24   | EXCEPTIONAL RISK ADVISORS, LLC                     | 9,822,060            | 0.59%              | 172              |
| 25   | GORST & COMPASS INSURANCE                          | 9,811,846            | 0.59%              | 3,748            |
| 26   | SULLIVAN GROUP                                     | 9,693,211            | 0.58%              | 1,091            |
| 27   | MONARCH E & S INSURANCE SERVICES                   | 9,212,544            | 0.55%              | 4,190            |
| 28   | R.E. CHAIX & ASSOCIATES INSURANCE BROKERS, INC.    | 8,650,724            | 0.52%              | 2,559            |
| 29   | COASTAL BROKERS INSURANCE SERVICES INC.            | 7,961,135            | 0.47%              | 3,044            |
| 30   | NAS INSURANCE SERVICES, LLC                        | 7,607,976            | 0.45%              | 1,375            |
| 31   | HUB INTERNATIONAL LTD.                             | 7,352,473            | 0.44%              | 251              |
| 32   | WHOLESALE TRADING INSURANCE SVCS (JENCAP HOLDINGS) | 7,231,097            | 0.43%              | 370              |
| 33   | AMTRUST FINANCIAL SERVICES, INC.                   | 7,062,106            | 0.42%              | 7,648            |
| 34   | BASS UNDERWRITERS                                  | 6,611,900            | 0.39%              | 2,827            |
| 35   | COVE PROGRAMS INSURANCE SERVICES LLC               | 6,583,324            | 0.39%              | 22               |
| 36   | ACRISURE L.L.C.                                    | 5,798,510            | 0.35%              | 166              |
| 37   | JARDINE LLOYD THOMPSON GROUP P.L.C.                | 5,084,028            | 0.30%              | 60               |
| 38   | EDGEWOOD PARTNERS INSURANCE CENTER, DBA EPIC INSUR | 4,903,051            | 0.29%              | 154              |
| 39   | HERBERT L. JAMISON & CO., LLC                      | 4,733,909            | 0.28%              | 326              |
| 40   | TOKIO MARINE HOLDINGS, INC.                        | 4,709,866            | 0.28%              | 440              |
| 41   | USG INSURANCE SERVICES INC.                        | 4,185,046            | 0.25%              | 925              |
| 42   | INTEGRO GROUP HOLDINGS L.P.                        | 4,157,672            | 0.25%              | 165              |
| 43   | R.I.C. INSURANCE GENERAL AGENCY, INC.              | 3,944,647            | 0.24%              | 1,536            |
| 44   | US RISK BROKERS                                    | 3,869,843            | 0.23%              | 668              |
| 45   | NEITCLEM WHOLESALE INSURANCE BROKERAGE, INC.       | 3,735,075            | 0.22%              | 491              |
| 46   | M.J. HALL & CO., INC.                              | 3,540,991            | 0.21%              | 1,206            |
| 47   | SIERRA SPECIALTY INSURANCE SERVICES, INC.          | 3,415,825            | 0.20%              | 1,743            |
| 48   | INTERNATIONAL EXCESS ALLIANCE LLC                  | 3,051,905            | 0.18%              | 406              |
| 49   | SCHINNERER GROUP, THE                              | 2,880,722            | 0.17%              | 75               |
| 50   | BERKSHIRE HATHAWAY, INC.                           | 2,836,599            | 0.17%              | 448              |
|      | <b>Subtotal</b>                                    | <b>1,471,585,353</b> | <b>87.76%</b>      | <b>108,502</b>   |
|      | <b>All Other Brokers</b>                           | <b>205,281,382</b>   | <b>12.24%</b>      | <b>47,082</b>    |
|      | <b>Total</b>                                       | <b>1,676,866,735</b> | <b>100.00%</b>     | <b>155,584</b>   |

# Top Carriers by Ultimate Parent

Based on Premium Processed by the SLA January Through March 2018

| ULTIMATE PARENT <sup>1</sup>                             | COMPANY  | PREMIUM PROCESSED    | % OF TOTAL     |
|--|--|----------------------|----------------|
| LLOYD'S  | Lloyd's of London <sup>2</sup>                     | 355,692,631          | 21.21%         |
| <b>LLOYD'S Total</b>                                     |  | <b>355,692,631</b>   | <b>21.21%</b>  |
| AMERICAN INTERNATIONAL GROUP, INC.                       | LEXINGTON INSURANCE COMPANY                        | 72,138,533           | 4.30%          |
|  | AIG SPECIALTY INSURANCE COMPANY                    | 22,764,745           | 1.36%          |
|  | AIG EUROPE LIMITED                                 | 4,002,688            | 0.24%          |
|  | BLACKBOARD SPECIALTY INSURANCE COMPANY             | 3,635,547            | 0.22%          |
| <b>AMERICAN INTERNATIONAL GROUP, INC. Total</b>          |  | <b>102,541,513</b>   | <b>6.12%</b>   |
| MARKEL CORPORATION                                       | UNITED SPECIALTY INSURANCE COMPANY                 | 57,669,055           | 3.44%          |
|  | EVANSTON INSURANCE COMPANY                         | 35,836,669           | 2.14%          |
|  | MARKEL INTERNATIONAL INSURANCE COMPANY LIMITED     | 3,262,775            | 0.19%          |
|  | OTHER AFFILIATES WITH PREMIUM PROCESSED <\$1.5M    | 383,784              | 0.02%          |
| <b>MARKEL CORPORATION Total</b>                          |  | <b>97,152,282</b>    | <b>5.79%</b>   |
| BERKSHIRE HATHAWAY INC.                                  | NATIONAL FIRE & MARINE INSURANCE COMPANY           | 72,555,327           | 4.33%          |
|  | GENERAL STAR INDEMNITY COMPANY                     | 4,132,764            | 0.25%          |
|  | BERKSHIRE HATHAWAY INTERNATIONAL INSURANCE LIMITED | 2,689,624            | 0.16%          |
|  | MOUNT VERNON FIRE INSURANCE COMPANY                | 2,619,437            | 0.16%          |
|  | OTHER AFFILIATES WITH PREMIUM PROCESSED <\$1.5M    | 88,474               | 0.01%          |
| <b>BERKSHIRE HATHAWAY INC. Total</b>                     |  | <b>82,085,626</b>    | <b>4.90%</b>   |
| NATIONWIDE MUTUAL INSURANCE COMPANY                      | SCOTTSDALE INSURANCE COMPANY                       | 68,258,700           | 4.07%          |
|  | OTHER AFFILIATES WITH PREMIUM PROCESSED <\$1.5M    | 45,254               | 0.00%          |
| <b>NATIONWIDE MUTUAL INSURANCE COMPANY Total</b>         |  | <b>68,303,954</b>    | <b>4.07%</b>   |
| W. R. BERKLEY CORPORATION                                | ADMIRAL INSURANCE COMPANY                          | 24,160,218           | 1.44%          |
|  | GEMINI INSURANCE COMPANY                           | 16,186,116           | 0.97%          |
|  | NAUTILUS INSURANCE COMPANY                         | 10,996,651           | 0.66%          |
|  | BERKLEY ASSURANCE COMPANY                          | 6,649,285            | 0.40%          |
|  | OTHER AFFILIATES WITH PREMIUM PROCESSED <\$1.5M    | 96,732               | 0.01%          |
| <b>W. R. BERKLEY CORPORATION Total</b>                   |  | <b>58,089,003</b>    | <b>3.46%</b>   |
| JAMES RIVER GROUP HOLDINGS, LTD.                         | JAMES RIVER INSURANCE COMPANY                      | 57,203,900           | 3.41%          |
| <b>JAMES RIVER GROUP HOLDINGS, LTD. Total</b>            |  | <b>57,203,900</b>    | <b>3.41%</b>   |
| TOKIO MARINE HOLDINGS, INC.                              | HOUSTON CASUALTY COMPANY                           | 30,778,711           | 1.84%          |
|  | TOKIO MARINE SPECIALTY INSURANCE COMPANY           | 18,708,431           | 1.12%          |
|  | OTHER AFFILIATES WITH PREMIUM PROCESSED <\$1.5M    | 1,715,734            | 0.10%          |
| <b>TOKIO MARINE HOLDINGS, INC. Total</b>                 |  | <b>51,202,876</b>    | <b>3.05%</b>   |
| CHUBB LIMITED  | ILLINOIS UNION INSURANCE COMPANY                   | 20,565,294           | 1.23%          |
|  | WESTCHESTER SURPLUS LINES INSURANCE COMPANY        | 19,037,838           | 1.14%          |
|  | CHUBB CUSTOM INSURANCE COMPANY                     | 8,823,265            | 0.53%          |
|  | OTHER AFFILIATES WITH PREMIUM PROCESSED <\$1.5M    | 640,244              | 0.04%          |
| <b>CHUBB LIMITED Total</b>                               |  | <b>49,066,641</b>    | <b>2.93%</b>   |
| SWISS RE LTD.  | SWISS RE INTERNATIONAL SE                          | 21,811,409           | 1.30%          |
|  | NORTH AMERICAN CAPACITY INSURANCE COMPANY          | 12,503,287           | 0.75%          |
|  | FIRST SPECIALTY INSURANCE CORPORATION              | 8,836,198            | 0.53%          |
|  | OTHER AFFILIATES WITH PREMIUM PROCESSED <\$1.5M    | 29,408               | 0.00%          |
| <b>SWISS RE LTD. Total</b>                               |  | <b>43,180,302</b>    | <b>2.58%</b>   |
| LIBERTY MUTUAL HOLDING COMPANY INC.                      | IRONSHORE SPECIALTY INSURANCE COMPANY              | 19,725,668           | 1.18%          |
|  | LIBERTY SURPLUS INSURANCE CORPORATION              | 13,934,904           | 0.83%          |
|  | LIBERTY MUTUAL INSURANCE EUROPE LIMITED            | 6,740,095            | 0.40%          |
|  | OTHER AFFILIATES WITH PREMIUM PROCESSED <\$1.5M    | 1,941,276            | 0.12%          |
| <b>LIBERTY MUTUAL HOLDING COMPANY INC. Total</b>         |  | <b>42,341,944</b>    | <b>2.53%</b>   |
| FAIRFAX FINANCIAL HOLDINGS LIMITED                       | ALLIED WORLD SURPLUS LINES INSURANCE COMPANY       | 10,707,045           | 0.64%          |
|  | ALLIED WORLD NATIONAL ASSURANCE COMPANY            | 10,340,267           | 0.62%          |
|  | FIRST MERCURY INSURANCE COMPANY                    | 7,376,444            | 0.44%          |
|  | CRUM & FORSTER SPECIALTY INSURANCE COMPANY         | 5,298,287            | 0.32%          |
|  | HUDSON SPECIALTY INSURANCE COMPANY                 | 4,815,041            | 0.29%          |
|  | SENECA SPECIALTY INSURANCE COMPANY                 | 2,232,460            | 0.13%          |
|  | OTHER AFFILIATES WITH PREMIUM PROCESSED <\$1.5M    | 558,810              | 0.03%          |
| <b>FAIRFAX FINANCIAL HOLDINGS LIMITED Total</b>          |  | <b>41,328,353</b>    | <b>2.46%</b>   |
| XL GROUP LTD   | INDIAN HARBOR INSURANCE COMPANY                    | 32,676,683           | 1.95%          |
|  | CATLIN SPECIALTY INSURANCE COMPANY                 | 2,706,155            | 0.16%          |
|  | OTHER AFFILIATES WITH PREMIUM PROCESSED <\$1.5M    | 246,300              | 0.01%          |
| <b>XL GROUP LTD Total</b>                                |  | <b>35,629,139</b>    | <b>2.12%</b>   |
| AMERICAN FINANCIAL GROUP, INC.                           | GREAT AMERICAN E&S INSURANCE COMPANY               | 28,593,952           | 1.71%          |
|  | AMERICAN EMPIRE SURPLUS LINES INSURANCE COMPANY    | 2,486,367            | 0.15%          |
|  | GREAT AMERICAN FIDELITY INSURANCE COMPANY          | 1,749,900            | 0.10%          |
| <b>AMERICAN FINANCIAL GROUP, INC. Total</b>              |  | <b>32,830,219</b>    | <b>1.96%</b>   |
| ARGO GROUP INTERNATIONAL HOLDINGS, LTD.                  | COLONY INSURANCE COMPANY                           | 27,353,460           | 1.63%          |
|  | PELEUS INSURANCE COMPANY                           | 3,758,862            | 0.22%          |
| <b>ARGO GROUP INTERNATIONAL HOLDINGS, LTD. Total</b>     |  | <b>31,112,322</b>    | <b>1.86%</b>   |
| <b>All Other Groups with Premium Processed &lt;\$31M</b> |  | <b>529,106,032</b>   | <b>31.55%</b>  |
| <b>Grand Total</b>                                       |  | <b>1,676,866,735</b> | <b>100.00%</b> |

<sup>1</sup> Ultimate parent as of 4/2/2018; All Lloyd's Syndicates combined under Lloyd's

<sup>2</sup> Refer to the following page for a breakdown of Lloyd's Syndicates with premium processed >=\$1.5M

# Top Lloyd's Syndicates In California With Managing Agent<sup>1</sup>

Based on Premium Processed by the SLA January Through March 2018

| LLOYD'S  | PREMIUM PROCESSED  | % OF TOTAL     |
|--|--------------------|----------------|
| Lloyd's Syndicate 2623 (Beazley Furlonge Limited)  | 45,857,634         | 12.89%         |
| Lloyd's Syndicate 3624 (Hiscox Syndicates Limited)   | 17,606,974         | 4.95%          |
| Lloyd's Syndicate 2987 (Brit Syndicates Limited)   | 15,553,803         | 4.37%          |
| Lloyd's Syndicate 33 (Hiscox Syndicates Limited)   | 13,948,664         | 3.92%          |
| Lloyd's Syndicate 510 (Tokio Marine Kiln Syndicates Limited)                                   | 12,909,719         | 3.63%          |
| Lloyd's Syndicate 2001 (MS Amlin Underwriting Limited)   | 12,756,484         | 3.59%          |
| Lloyd's Syndicate 2003 (Catlin Underwriting Agencies Limited)                                  | 12,218,352         | 3.44%          |
| Lloyd's Syndicate 623 (Beazley Furlonge Limited)   | 10,146,303         | 2.85%          |
| Lloyd's Syndicate 1969 (Apollo Syndicate Management Limited)                                   | 10,005,541         | 2.81%          |
| Lloyd's Syndicate 2007 (Axis Managing Agency Limited)  | 9,361,829          | 2.63%          |
| Lloyd's Syndicate 1861 (AmTrust Syndicates Limited)  | 9,214,080          | 2.59%          |
| Lloyd's Syndicate 1225 (AEGIS Managing Agency Limited)   | 8,712,202          | 2.45%          |
| Lloyd's Syndicate 2488 (ACE Underwriting Agencies Limited)                                     | 8,527,421          | 2.40%          |
| Lloyd's Syndicate 4472 (Liberty Managing Agency Limited)                                       | 8,376,700          | 2.36%          |
| Lloyd's Syndicate 1458 (RenaissanceRe Syndicate Management Limited)                            | 8,143,609          | 2.29%          |
| Lloyd's Syndicate 2121 (Argenta Syndicate Management Limited)                                  | 7,478,389          | 2.10%          |
| Lloyd's Syndicate 609 (Atrium Underwriters Limited)  | 6,701,709          | 1.88%          |
| Lloyd's Syndicate 1880 (Tokio Marine Kiln Syndicates Limited)                                  | 6,427,713          | 1.81%          |
| Lloyd's Syndicate 1084 (Chaucer Syndicates Limited)  | 6,290,543          | 1.77%          |
| Lloyd's Syndicate 4444 (Canopus Managing Agents Limited)                                       | 6,127,250          | 1.72%          |
| Lloyd's Syndicate 435 (Faraday Underwriting Limited)   | 4,806,387          | 1.35%          |
| Lloyd's Syndicate 1200 (Argo Managing Agency Limited)  | 4,345,102          | 1.22%          |
| Lloyd's Syndicate 4242 (Asta Managing Agency Limited)  | 4,304,496          | 1.21%          |
| Lloyd's Syndicate 1955 (Barbican Managing Agency Limited)                                      | 4,208,839          | 1.18%          |
| Lloyd's Syndicate 4711 (Aspen Managing Agency Limited)   | 3,794,572          | 1.07%          |
| Lloyd's Syndicate 5151 (Endurance at Lloyd's Limited)  | 3,716,121          | 1.04%          |
| Lloyds Syndicate 1886 (QBE Underwriting Limited)   | 3,607,484          | 1.01%          |
| Lloyd's Syndicate 3000 (Markel Syndicate Management Limited)                                   | 3,344,946          | 0.94%          |
| Lloyd's Syndicate 1274 (Antares Managing Agency Limited)                                       | 3,227,262          | 0.91%          |
| Lloyd's Syndicate 1183 (Talbot Underwriting Ltd)   | 2,611,205          | 0.73%          |
| Lloyd's Syndicate 1991 (Coverys Managing Agency Limited)                                       | 2,536,811          | 0.71%          |
| Lloyd's Syndicate 2015 (The Channel Managing Agency Limited)                                   | 2,450,552          | 0.69%          |
| Lloyd's Syndicate 1414 (Ascot Underwriting Limited)  | 2,329,038          | 0.65%          |
| Lloyd's Syndicate 382 (Hardy (Underwriting Agencies) Limited)                                  | 2,261,853          | 0.64%          |
| Lloyd's Syndicate 2791 (Managing Agency Partners Limited)                                      | 2,184,486          | 0.61%          |
| Lloyd's Syndicate 1301 (StarStone Underwriting Limited)  | 1,970,780          | 0.55%          |
| Lloyd's Syndicate 2468 (Neon Underwriting Limited)   | 1,955,419          | 0.55%          |
| Lloyds Syndicate 3902 (Ark Syndicate Management Limited)                                       | 1,816,255          | 0.51%          |
| Lloyd's Syndicate 1729 (Asta Managing Agency Limited)  | 1,674,891          | 0.47%          |
| Lloyd's Syndicate 5820 (AmTrust Syndicates Limited)  | 1,602,402          | 0.45%          |
| Lloyd's Syndicate 1221 (Navigators Underwriting Agency Limited)                                | 1,593,519          | 0.45%          |
| <b>All Other Lloyd's Syndicates with Premium Processed &lt;\$1.5M &amp; Other <sup>2</sup></b> | <b>58,985,291</b>  | <b>16.58%</b>  |
| <b>Lloyd's Total</b>   | <b>355,692,631</b> | <b>100.00%</b> |

<sup>1</sup> Source: AM Best as of 4/2/2018 and Lloyd's List of Active Syndicates & Managing Agents for 2018 Year of Account

<sup>2</sup> Other includes Lloyd's premium processed with a missing or invalid syndicate number

# SLA Pushes Hard On Outreach To Build Key Relationships With Movers and Shakers



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

Outreach is crucial in building and maintaining the relationships that are necessary to advance our goals and prevent unwanted legislation or regulation from impacting our industry.

That is why two of our SLA committees and members of the SLA senior staff have traveled to Sacramento three times in the first quarter of 2018, and why I joined the **Wholesale and Specialty Insurance Association (WSIA)** on a trip to Washington, D.C. in February.

In January, our Admitted Market Liaison Committee, along with SLA senior staffers **Susan Bryant, Clifton Brown** and I, went to Sacramento to meet with three key admitted market trade associations. In our conversations with the **American Insurance Association (AIA)**, the **Personal Insurance Federation of California (PIFC)** and the **Property Casualty Insurers Association of America (PCI)**, we learned what legislation was coming in California in 2018 and how our admitted market colleagues felt about it.

This annual outreach to the admitted market is not just part of our charge under our Plan of Operation with the **California Department of Insurance (CDI)**, but it is also just good business practice. Having relationships with these organizations is crucial whenever we want to advance or slow down legislation affecting our members, because

one of the first questions that legislators or regulators have about our own proposals is whether the admitted market supports or opposes them. We saw this last year when we were advocating for the enactment of **AB 1641**, the SLA-proposed legislation that gave the CDI greater flexibility to add items to the Export List. If at any point the admitted market had expressed opposition to our

vital for us. Our strong working relationship with the outgoing commissioner, **Dave Jones**, kept us front of mind when regulators created regulations for legal recreational cannabis that would have excluded surplus line insurers from covering this product. Jones, who is term-limited and running for attorney general this year, immediately understood why this was a problem and put

*We want you to know that the SLA is pushing hard on outreach every day to build the kinds of relationships that we need to ensure that you can do the business you are here to do. And we'll keep it up.*

bill, that almost certainly would have been the end of it. But because of our strong relationships with the admitted market, we were able to work with our colleagues in that market so that the legislation did not run afoul of their interests.

In February, Clifton and I were back in Sacramento with our Legislative Committee, where we met with two state senators who are heavily involved in insurance issues, as well as staffers on the Assembly and Senate insurance committees, and the offices of several other state senators who represent our Legislative Committee members. One of our meetings there was with **State Senator Ricardo Lara**, a Los Angeles County Democrat who is running to be the next insurance commissioner.

Again, having these relationships is crucial, and they were certainly beneficial to us in 2017. Getting to know the Assembly Insurance Committee staff presented us the opportunity to have our language included in AB 1641, which was sponsored by the committee chair, **Assembly Member Tom Daly** of Anaheim. We also had previously met Chairman Daly, so he knew us and was willing to champion our legislation. With his leadership, AB 1641 sailed through the legislature without a single vote in opposition at any stage of the process.

Having a good relationship with the insurance commissioner and his office is also

us in touch with his staffer who was working with the Bureau of Cannabis Control to help shape the regulations. Ultimately, the regulations enabled our industry to write this business.

And in March, our member Tim Burnett went to Sacramento to testify before a key committee on the wildfire issue that is sending higher than usual numbers of homeowners policies into our market.

We want you to know that the SLA is pushing hard on outreach every day to build the kinds of relationships that we need to ensure that you can do the business you are here to do. And we'll keep it up.



# California SLA To Host Western States

*Beautiful Lake Tahoe will be the venue for the annual surplus lines gathering*

This summer will see the end of an old tradition, at least in its current form. This year's **Western States Surplus Line Conference (WSSLC)**, hosted by the California SLA, will mark the end of this longstanding annual get-together of the various western surplus lines associations. Plans are in the works for the **California Insurance Wholesalers Association (CIWA)** to begin offering a similar event in the summer of 2019.

"While Western States has been a tremendous event for our industry for many years, it is also an extremely expensive and resource-consuming conference, and it was creating a real strain, especially for some of the smaller SLAs when their turn came to host it," said SLA chief operating officer **Joy Erven**. "While all of the SLAs who have hosted the event have done a tremendous job, it is just a fact that many of them were spending time and money that were disproportionate to their available resources. So while we are sad that this is the last one, we are determined to make this final Western States the best one ever."

To that end, the SLA has booked the **Ritz-Carlton** at beautiful Lake Tahoe from July 12-14.

This year's WSSLC includes fascinating guest speakers, including author **Peggy Grande**, who wrote "**The President Will See You Now**" about her experience as executive assistant and official photographer to President **Ronald Reagan** after he left the White House in 1989. Her travels with the former president enabled her to get up close and personal with many notable world leaders, including former Soviet premier **Mikhail Gorbachev**, former British prime minister **Margaret Thatcher**, and **Mother Teresa**.

Also scheduled to speak at WSSLC is **Steve Beuerlein**, a former NFL and Notre Dame quarterback and CBS game analyst who has become a motivational speaker.

In addition to these great keynote speakers, attendees will also have many activities to choose from, including a golf tournament; a wine tasting and tour of historic Truckee; kayaking and paddleboarding on



**The Ritz-Carlton (pictured above) will be the venue for the final Western States Surplus Lines Conference taking place at beautiful Lake Tahoe (left) from July 12-14.**

Lake Tahoe; and numerous opportunities to network with surplus line professionals from all over America. While this event is held by the western states surplus line associations, attendees do come from all parts of the country, and there is always a large contingent of California surplus lines professionals.

Please do not miss the opportunity to attend this final WSSLC this summer at Lake Tahoe. Register now at <http://slacal.org/special-events/wsslc-2018> and make sure to join us for the last, and we hope best, Western States ever.

THE SURPLUS LINE ASSOCIATION OF CALIFORNIA

CONGRATULATES

**TIM CHAIX**

on receiving the

**2018 INDUSTRY AWARD**

from the

**Center for Insurance Studies at California State University Fullerton.**



Tim has shown tremendous leadership in his work with the Center since 2012, including the scholarship program, the intern program, and special events like E&S Day and the CIS Golf Tournament.

CONGRATULATIONS, TIM!

SLA CALIFORNIA

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## Industry Calendar: May-August 2018

### WSIA Leadership Summit

Washington, D.C.

May 1-4, 2018

[http://www.wsia.org/WSIA/Upcoming\\_Events.aspx](http://www.wsia.org/WSIA/Upcoming_Events.aspx)

### IICF Casino Night

The Rotunda, Union Square, 150 Stockton  
Street, San Francisco

May 17, 2018

<https://www.iicf.org/events/western-division-events.html>

### WSIA Excess & Surplus Lines

St. Louis, Mo.

June 3-6, 2018

[http://www.wsia.org/WSIA/Upcoming\\_Events.aspx](http://www.wsia.org/WSIA/Upcoming_Events.aspx)

### CIWA Summer Forum & Annual Meeting

Monterey Plaza Hotel & Spa, Monterey

June 25-26, 2018

[https://www.ciwa.net/ciwa/ciwa\\_events.aspx](https://www.ciwa.net/ciwa/ciwa_events.aspx)

### Western States Surplus Lines Conference

Ritz-Carlton, Lake Tahoe, CA

July 12-14, 2018

<http://slacal.org/special-events/wsslc-2018>

### NAIC Summer Meeting

Copley Plaza Sheraton, Boston

August 4-7, 2018

[http://www.naic.org/meetings\\_home.htm](http://www.naic.org/meetings_home.htm)

## Continuing Education Courses

### Topic: Green Buildings

**Tuesday, May 8**, Hilton Universal City, 555

Universal City Drive, Hollywood

**Wednesday, May 9**, Hyatt Regency, 5 Embar-

cadero Center, San Francisco

### Topic: Immigration

**Tuesday, August 21**, Hilton Universal City,

555 Universal City Drive, Hollywood

**Wednesday, August 22**, Omni Hotel, 500

California Street, San Francisco

### Topic: Project Policies

**Tuesday, October 23**, Hilton Universal City,

555 Universal City Drive, Hollywood

**Wednesday, October 24**, The Bar Associa-

tion of San Francisco, 301 Battery Street, 3rd  
Floor, San Francisco

Registration and continental breakfast 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>.

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### SLA Legislative Committee Meets Key Leaders in Sacramento



The SLA Legislative Committee met several elected leaders and staffers during its Legislative Day event in Sacramento on February 27, 2018. Here, committee chair **Hank Haldeman** (right) is pictured with State Senator **Ricardo Lara**, a Senate Insurance Committee member and 2018 candidate for California insurance commissioner.