



TAMPA

Florida

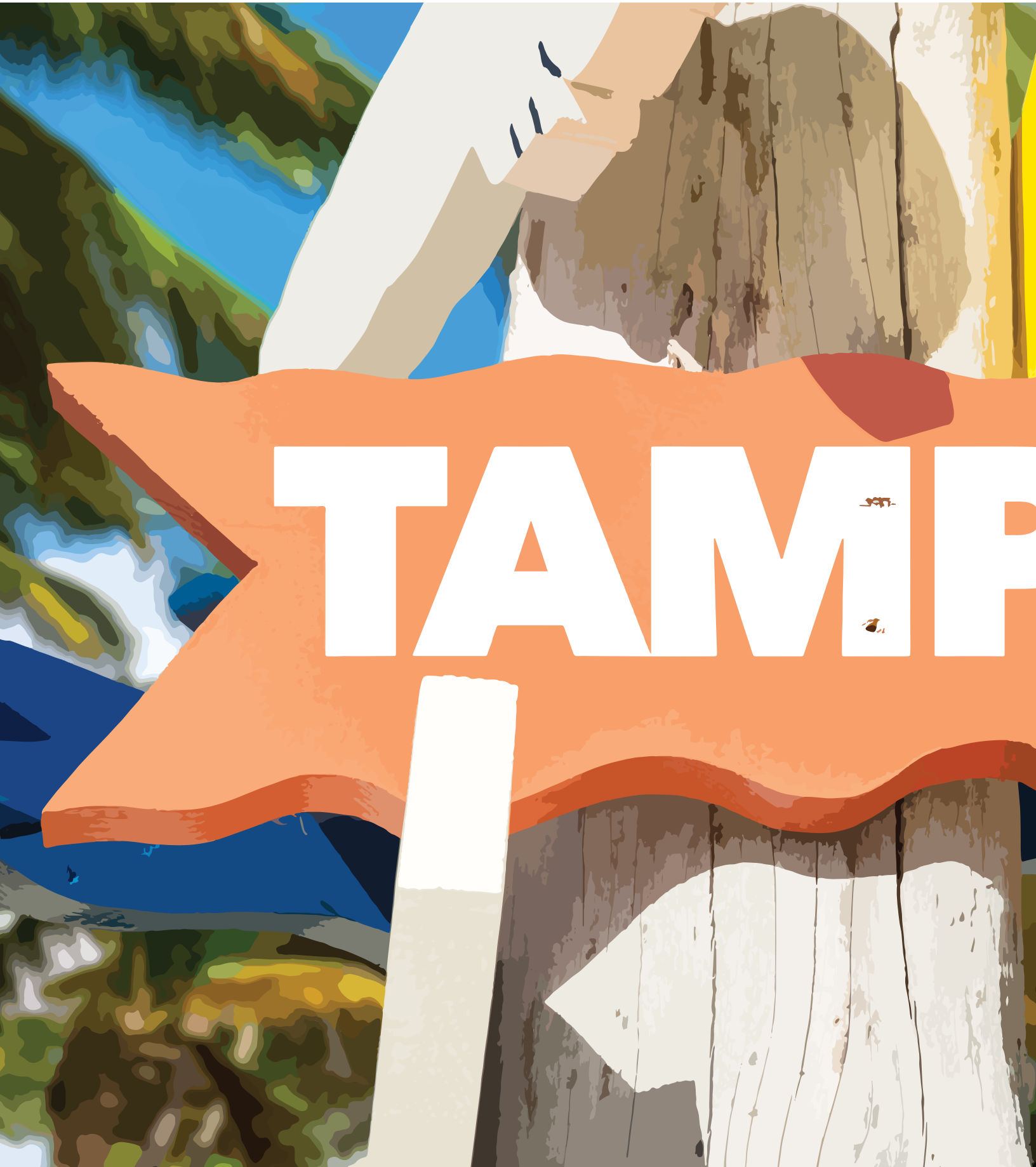


August 7-9, 2024

JW Marriott Water Street • Tampa, FL

2024

Annual Convention



TAMPA



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Past Presidents of the FSLA

Convention Schedule

Speakers

Sponsors & Contributors

Attendees

Thank You



From the **President**

Welcome to the FSLA Convention at The JW Marriott Water Street! On behalf of your FSLA Board of Directors, we hope you enjoy this beautiful property and find the Convention beneficial for you and your business.

Greetings!

Thank you for joining us in Tampa for the FSLA Annual Convention. We have an exciting program this year, which includes market updates, legislative progress, networking opportunities and exciting presentations covering a wide range of industry topics.

We hope that you enjoy our program of industry experts. Florida continues to be a dynamic leader in the Excess & Surplus Lines industry nationwide. It is an exciting time in our state and industry, as Florida is now the top surplus lines state by volume in the country.

Aside from a robust agenda, this year we will present to the membership our strategic long-term plan and initiatives. This is a crucial step in ensuring the prosperity of our association by establishing the core cannons which will guide our association for years to come.

Thank you for taking time away from friends and family to join and ensure the future growth and prosperity of our association. Please have fun and let us know if we can assist with anything during your time with us in Tampa.

Dave DeMott, CPCU, AMIM, ASLI

President, Florida Surplus Lines Association



Dave DeMott, CPCU, AMIM, ASLI
President

David DeMott is the President of Gridiron Insurance Underwriters, specializing in all product management elements, including actuarial, rating, forms, reporting, modeling, and product design.

He began his insurance career as an intern at the Florida Department of Insurance in the Actuarial Department before joining Bass Underwriters, where he managed a large book of business on the wholesale side.

David sits on the FSLA Board and chairs the Legislative Committee. He also serves on the WSIA Legislative Committee.

David received his undergraduate degree in Risk Management and Insurance from Florida State University (FSU) and a Master of Business Administration from the University of Miami. He holds the CPCU, AMIM, AU, ARM, and ASLI designations and is an active Agent & Surplus Lines Broker licenses in all 50 states.



From the Executive Director

Welcome to
the 2024
FSLA
Annual
Convention!

On behalf of the FSLA Board of Directors and Executive Staff at Partners in Association Management (PIAM), we welcome you to Tampa and the 2024 FSLA Annual Convention!

Your FSLA Board of Directors continues to work hard to increase the programs and services available to FSLA Members. FSLA provides complimentary continuing education webinars to members and along with Capital City Consulting, FSLA works on your behalf to provide legislative updates during Florida's Legislative Session. As always, we want to hear from you! If you have a suggestion for a membership benefit, please do not hesitate to contact our office.

PIAM is one of only 81 companies nationwide that is accredited by the Association Management Company Institute. We specialize in working with business trade associations and have experience working with the Office of Insurance Regulation and the Department of Financial Services. We work closely with the Board of Directors and the Executive Committee to help the Association meet your needs and provide a variety of services that will enhance your FSLA experience and increase the value of your membership.

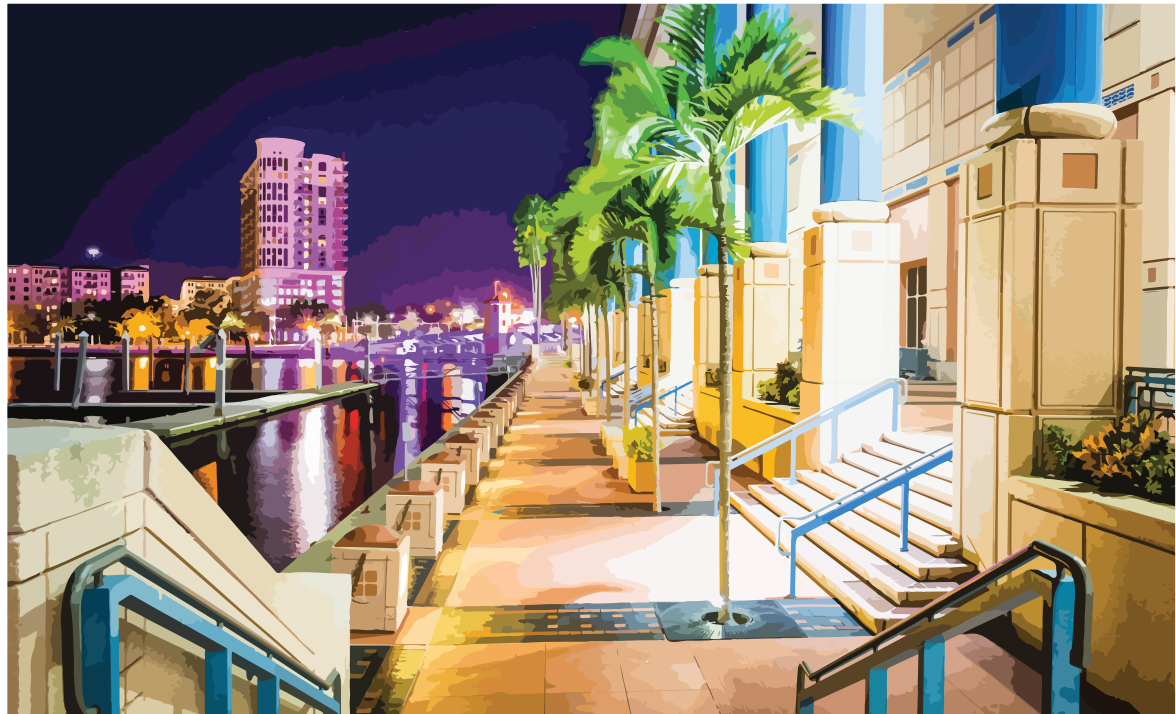
Jillian Heddaeus, CMP, IOM

Executive Director, Florida Surplus Lines Association



Jillian Heddaeus, CMP, IOM

Jillian has over 15 years of experience in association and organizational management. She serves as Executive Director for both state and national associations and specializes in financial and information management. She is a graduate of the Institute of Organizational Management presented by the U.S. Chamber of Commerce. She previously served on the board of the Tallahassee Society of Association Executives and is a previous winner of the "Association Professional of the Year" from TSAE. Jillian holds a B.S. degree in Information Systems from Florida State University.



Florida Surplus Lines Association Board of Directors



PRESIDENT

Dave DeMott, CPCU, AMIM, ASLI • Gridiron Insurance Underwriters

PRESIDENT-ELECT

Virginia Clancy, ASLI, CIIP • TAPCO Underwriters, Inc.

TREASURER

Al Geraci, ARM, ASLI • Risk Placement Services, Inc. – Ft. Lauderdale

SECRETARY

Tonya Rivera • Johnson & Johnson, Inc. – St. Petersburg

DIRECTOR

Darren Marsh • SLB Insurance Group

DIRECTOR

Bresch McCarthy • Hull Jacksonville – A division of Bridge Specialty

DIRECTOR

Amanda Ruppel • CRC Group – Tampa

DIRECTOR

Chris Siegel, RPLU, CIC, CRIS, ARM, AAI • Burns & Wilcox

INSURANCE COMPANY REPRESENTATIVE

Joshua Baron • Navigators, A Brand of the Hartford

INSURANCE COMPANY REPRESENTATIVE

Tim Scollo • Markel Corporation

YOUNG AGENTS REPRESENTATIVE

Stephanie Mitchell • Socius Insurance – Tampa

RETAIL AGENTS REPRESENTATIVE

Cole Shannahan • Iroquois Group

PAST PRESIDENT'S REPRESENTATIVE

Don Deising • RT Specialty, LLC

EXECUTIVE DIRECTOR

Jillian Heddaeus, CMP, IOM • Partners in Association Management

FSLA LOBBYIST/CONSULTANT

Ashley Kalifeh, Esq. • Capital City Consulting, LLC

FSLA PUBLIC RELATIONS CONSULTANT

Allison Aubuchon, APR • Allison Aubuchon Communications

The Florida Surplus Lines Association & SURPAC

Our Mission

The Florida Surplus Lines Association (FSLA) is committed to promoting a stronger Florida economy by supporting the stability and security of the specialty and surplus lines insurance marketplace by leading and empowering the Florida insurance community through member engagement, education, and legislative/regulatory advocacy.

The Florida Surplus Lines Association is an association with a current regular membership of excess and surplus lines agency member firms and associate members (made up of excess and surplus lines insurance companies, retail agencies, re-insurers, Lloyd's brokers, premium finance companies, surveyors and claim adjustment companies).

The purpose of the FSLA is to encourage an exchange of information among members and to disseminate educational information for the benefit of members and the betterment of the excess and surplus lines industry. Additionally, FSLA maintains liaisons with other segments of the insurance industry. Participants include commissioners, regulatory bodies, insurers, and insurance producer groups. FSLA supports the independent insurance agency system and promotes professionalism among its members.

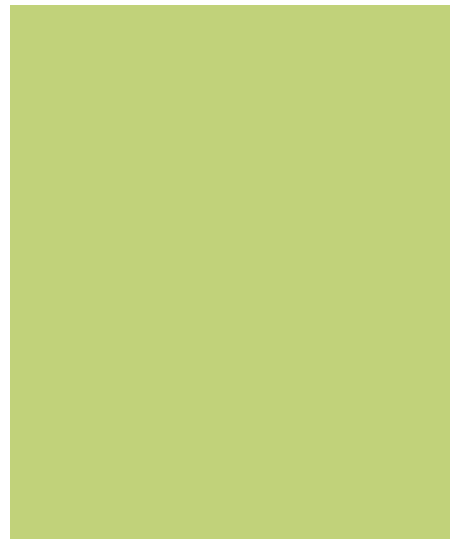
For over 60 years, FSLA has promoted the regulatory and legislative interests of its members and the Florida surplus lines industry. The FSLA stays current on regulatory and legislative changes affecting the surplus lines insurance industry and communicating those changes and all related issues to member firms.

FSLA has a Political Action Committee (PAC) fund, SurPAC, which exists to aid political committees and candidates for the Florida Senate and House of Representatives that support the industry. Participation in the FSLA PAC fund is encouraged among the membership.



Each year, the FSLA hosts an annual convention in which members have the opportunity to network, attend business meetings, and participate in a variety of programs. As the majority of FSLA's company members attend the annual convention, it provides an excellent opportunity for agency members to socialize with their company representatives. While the location of the convention changes from year to year, the quality of programs offered and distinctive participating speakers remain a constant.

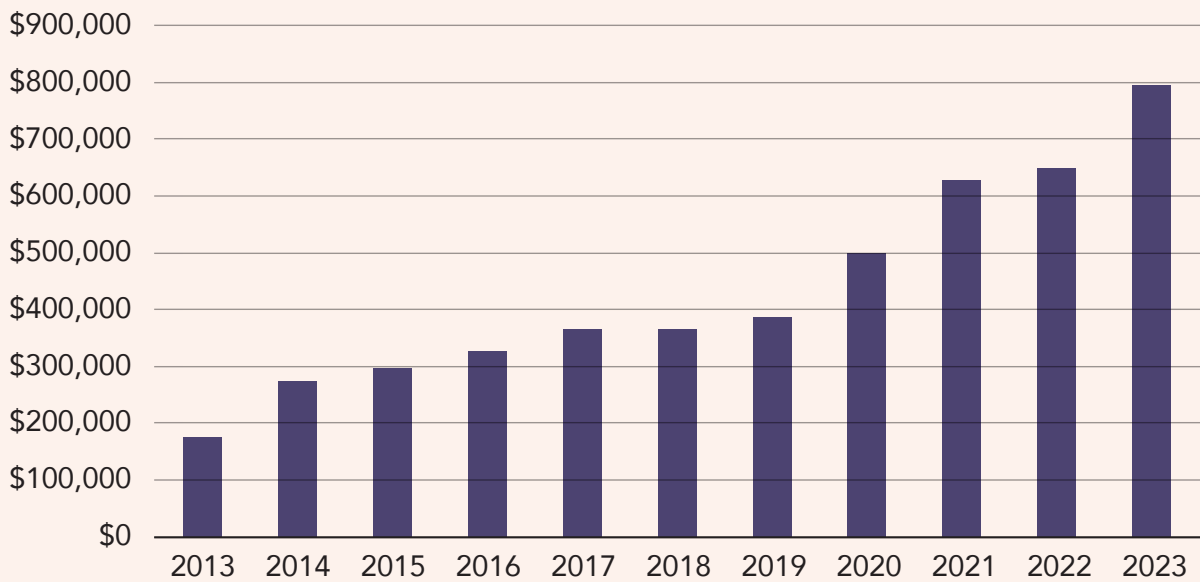
As Florida's surplus lines industry remains a top player on the national scale, the Florida Surplus Lines Association is recognized as one of the most active associations among the top three surplus lines associations in the country.



The Florida Surplus Lines Association & SURPAC

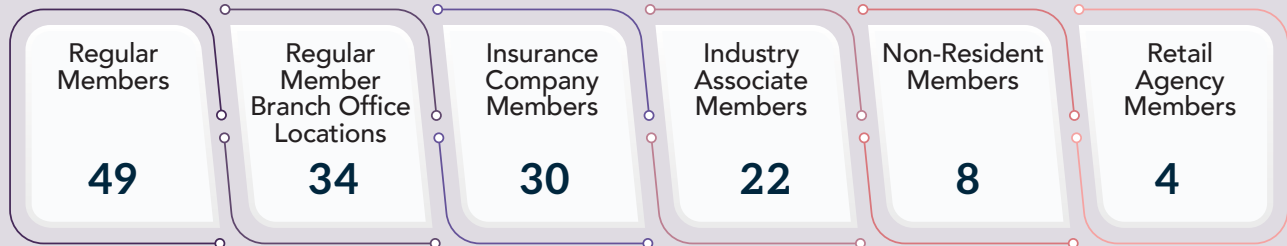
While there are many ways to measure the financial health of an organization, the growth of FSLA's total net assets over the last decade speaks volumes.

Total Net Assets



Our Members

In 2024 FSLA saw continued growth in its membership count and increased participation through programs such as the convention and member only CE webinars.



The strength of our organization comes from our membership. New members in 2024 include:

Regular Members:

- Ascension Specialty Insurance Group, Inc.
- Embark General MGA
- Express MGA, LLC
- Sportsman's Insurance Agency Inc.

Insurance Company Members:

- KW Specialty Insurance Company
- Navigators, a Brand of The Hartford
- Palms Specialty Insurance Company, Inc.
- Shield Indemnity Incorporated
- Tower Hill Insurance Group

Industry Associate Members:

- Associated Services Inspections, LTD.

Non-Resident Member:

- Futuristic General Insurance Agency

Retail Agency Members:

- Atlantic Specialty Risk
- Biltmore Insurance Services, LLC
- Ebco Aviation, LLC

2024 SurPAC Campaign Cycle Goal

For over 60 years, the Florida Surplus Lines Association has been working to ensure that the surplus lines marketplace can operate as an effective safety valve for distressed risks and a robust solution for emerging and niche risks. This is accomplished by advocating for regulatory consistency, ensuring the continued freedom of rate and form, and removing consumer impediments to affordable, quality products.

To fully fund a program that contributes to legislative leaders and provides support in key open seats, we have proposed a target of raising \$200,000 during the 2024 campaign cycle. This goal is achievable and reflects both the opportunities and threats we face as an industry.

We ask that you consider becoming a multi-year contributor. Your support is vital in helping SurPAC become the invaluable, sustainable resource our organization needs it to be.

- **Founding Sustainer:** \$5,000 Annual Contribution (\$10,000 per 2-year cycle)
- **Supporter:** \$2,500 Annual Contribution (\$5,000 per 2-year cycle)
- **Friend:** \$1,000 Annual Contribution (\$2,000 per 2-year cycle)

Your support for our PAC (political action committee) helps ensure we have eyes, ears, and voices at the Capitol and in the media. Advocacy efforts are essential for organizations large and small throughout Florida. We have educated lawmakers about our issues, forged new relationships, and seen positive feedback and renewed appreciation for the role of surplus lines.

*2024 Cycle - November 1, 2022 - November 1, 2024



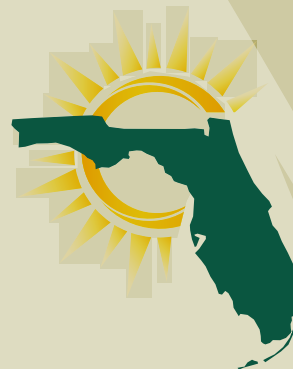
Help FSLA continue to participate in the legislative process. Investment into the SurPAC means investment into the profession and its well-being for years to come.

FSLA Legislative & SurPAC Committee

Legislative Co-Chairs: Dave DeMott, CPCU, AMIM, ASLI
Conor O'Leary

SurPAC Chair: Al Geraci, ARM, ASLI

John Barfield
Virginia Clancy, ASLI, CIIP
Don Deising
Troy Fornof
Luis Guillerme
Darren Marsh
Amanda Ruppel
Jake Scherr
Chris Siegel
Bachman Smith
Randy West



SurPAC
The Voice of Surplus Lines

2024 SurPAC Campaign Cycle Goal

\$200,000

\$8,000+

Risk Placement Services, Inc.

\$7,500+

AmWINS Brokerage of Florida

\$5,000+

AmRisc Group

Atlantic Casualty Insurance Company

Century Insurance Group

Core Specialty

CRC Group

Falls Lake Fire and Casualty Company

Markel Corporation

Nationwide E&S / Specialty

Nautilus Insurance Group

\$4,000+

Burns & Wilcox, Ltd.

R-T Specialty

\$3,500+

Socius Insurance

\$2,500+

Bridge Specialty Group

Brit Group Services Limited

Gridiron Insurance Underwriters, Inc.

MacNeill Group, Inc.

\$2,500+ con't.

risksmith Insurance Services

RSUI Group, Inc.

SLB Insurance Group

\$2,000+

Bass Underwriters

Berk, Merchant & Sims, PLC.

Breckenridge Insurance Services

Brown & Riding

DUAL North America

Engle Martin

First City Insurers, LLC

Johns Eastern Company, Inc.

Johnson & Johnson, Inc., CMGA

Millennial Specialty Insurance LLC

Miller Insurance Services, LLP

North American Risk Service, Inc.

Orchid Insurance

Program Underwriters, LLC

Shelly Middlebrooks & O'Leary, Inc.

TAPCO Underwriters, Inc.

Vanguard Adjusters Group

Varney Agency Tampa

W&S Underwriters, Inc.

World Risk Management, LLC

\$1,000+

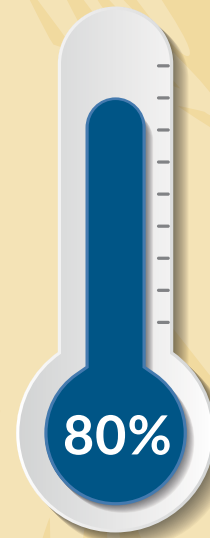
Amelia Underwriters
Appalachian Underwriters, Inc.
Everglades Underwriters, Inc.
Express MGA, LLC
GIC Underwriters, Inc.
McLarens
Mills Mehr & Associates
Panthera Insurance Partners
Risco Insurance Brokerage Inc
RYAN Specialty Underwriting Managers
Sedgwick
Southern Insurance Underwriters, Inc.
Specialty Insurance Service
Sutton Inspection Bureau Risk Specialists
US Risk
XS Brokers

Contributors

Allison Aubuchon Communications
Audrey Manzella
Bailey Special Risks, Inc.
Beacon Group Inc
Biltmore Insurance Services, LLC
Dan Alexander
Davies Claims North America
DeCotis Specialty Insurance
Eden Hancock
Florida Surplus Lines Service Office
Frontline Insurance
GBLI Binding | Penn-America
GeoVera Specialty Insurance Company
Insurance Partners Consortium
Iroquios Group
Irvin B. Green & Associates, Inc.
Jaimes & Co. LLC

Contributors con't.

James River Insurance Company
Kalepa
Lisa Korte
MESA Underwriters Specialty Insurance Co.
National Fire & Marine
National Risk Services
National Risk Solutions, A Division of Hull & Company, Inc.
Prime Insurance Co.
RLI
Rohan Pai
Sigma Underwriting
Simply Easier Payments
South Bay Acceptance Corp - SBAC
WSIA



Help us reach our goal!
Contribute today at:



FSLA's PR Highlights



2024 In Review

The FSLA communications team continues to highlight the role of surplus lines in the marketplace as a safety valve, not a substitute. Work to grow awareness, along with a more accurate understanding of surplus lines, through public and media relations, is closely aligned with advocacy efforts – team members communicate in lock-step to address issues and identify opportunities to support the health of the industry.



FSLA set out to grow its social media metrics by 30% this year, and the association is on its way toward that goal, with hopes to exceed it. Among the most engaging 2024 content is the “of course I am an E&S professional” video, which organically garnered 22,940 impressions on LinkedIn.

From students to retail agency members, the FSLA member spotlight series continues to feature individuals enthusiastic about supporting unique risks and being involved in their communities.





Earned media efforts this year have resulted in seven unique clips highlighting the role of surplus lines and specifically mentioning the association, and work behind the scenes continues to inform reporters about the role of surplus lines and correct the record when needed.

The *Did You Know* social media series received a design refresh this year and continues to share timely facts as unique as the industry.



In 2024, FSLA has intentionally incorporated more strategies and content geared toward RMI student audiences, the future of the industry, and the association's work to support risk management schools throughout the state.



During hurricane season and in the lead-up to Insurance Awareness Day, FSLA continues to amplify the resources available through partners, including the State of Florida, for home and business preparedness and resilience.





Become a Member of the FSLA Guardian Council

This annual membership is available to members who wish to provide additional support to the association.

FSLA Guardian Council Members make a direct impact, supporting increased efforts to communicate the importance of surplus lines.

This includes public relations initiatives, member networking, educational offerings, and opportunities to engage with educational institutions to create and foster connections with the future of the industry.



FSLA Guardian Council Members will receive the following additional benefits:

- Invitations to legislative receptions and FSLA hosted dinners to support candidates with interests concerning the industry
- Invitation for a company representative to attend an FSLA private, hosted dinner, prior to the start of the Annual Convention
- Complimentary registration for one (1) first time attendee from your organization to attend the FSLA Annual Convention
- Recognition throughout the year in member communication and the FSLA website
- Recognition during the FSLA Annual Convention
- Exclusive access – annual call with executive committee regarding concerns or initiatives

Dues: Sustaining annual contribution of \$5,000, plus annual dues based on membership category.

Thank you to our Guardian Council Members!



Past Presidents of the FSLA

1960-1961

Donald Bolton

1962-1968

Hugh Donovan

1968-1971

Edward "Bill" De Young

1971-1973

W. Dana Roehrig

1973-1975

Daniel C. O'Leary, Jr.

1975-1977

Richard F. Hull

1977-1979

Leonard Traurig

1979-1981

John F. Keegan

1981-1983

Jack W. Flood

1983-1985

Ronald Gabor

1985-1987

Philip Cree

1987-1989

Edwin J. Calabrese

1989-1991

Roger T. Gobler

1991-1993

H. Lee Gregory

1993-1995

Bill Winters

1995-1997

Bill Rambo

1997-1999

Michael J. Riordan

1999-2001

Larry B. Stowe

2001-2003

Daniel C. O'Leary, III

2003-2005

Tom Enright

2005-2007

Ed Wojchick

2007-2009

Steven Finver

2009-2011

Bruce E. Bowers

2011-2013

Roy V. Fabry

2013-2015

Irvin "Skip" Wolf, III

2015-2017

Lorna Wirtz

2017-2019

Erin K. O'Leary

2019-2021

Michael J. Franzese

2021-2022

Kathy Colangelo

2022-2023

Don Diesing



Convention Schedule



11:30 A.M. - 6:00 P.M.

Registration

HB Plant Ballroom Prefunction

11:30 A.M. - 1:30 P.M.

Grab N' Go Lunch

HB Plant Ballroom Prefunction

2:00 P.M. - 2:30 P.M.

Welcome, Introductions, Business Meeting & Board Installation

HB Plant Ballroom

2:30 P.M. - 4:00 P.M.

Legislative Update

Ashley Kalifeh, Esq.
Capital City Consulting, LLC
HB Plant Ballroom

4:00 P.M. - 4:30 P.M.

Business Session Beverage Break

HB Plant Ballroom Prefunction

4:30 P.M. - 5:30 P.M.

State of the Industry

Robert Stone
Executive Vice President
W.R. Berkley Corporation, Excess
and Surplus Lines Segment
HB Plant Ballroom

5:30 P.M. - 6:00 P.M.

Business Session

Mark Shealy
Executive Director
Florida Surplus Lines Service Office
HB Plant Ballroom

6:00 P.M. - 7:30 P.M.

Opening Reception

HB Plant Ballroom Prefunction

7:30 P.M. - 9:30 P.M.

Dinner on Your Own

9:30 P.M. - 12:00 A.M.

Hospitality Reception

Driftlight Bar
(MUST show convention badge to
bartender for complimentary
drinks)



Dress

Receptions, Hospitality & Banquet Dinner

- Business casual, no shorts please

All Other Events - Casual, shorts
acceptable

Name badges are required for all
meetings, receptions, and events with the
exception of Thursday afternoon
activities.

6:30 A.M. - 7:15 A.M.

Morning Walk

Meet at JW Market in Lobby

7:30 A.M. - 8:30 A.M.

Breakfast Buffet

HB Plant Ballroom Prefunction

8:30 A.M. - 9:30 A.M.

Business Session

Julie Serakos

Managing Director, Model Product Management

Moody's

HB Plant Ballroom

9:30 A.M. - 10:00 A.M.

Business Session Beverage Break

HB Plant Ballroom Prefunction

10:00 A.M. - 11:00 A.M.

Panel - Tort Reform

HB Plant Ballroom

Moderator: Al Geraci
Risk Placement Services

Panelists:

Katherine Koener, Kelley Kronenberg

Matthew Litsky, Phelps Dunbar LLP

Carl Rockman, Citizens Property Insurance Company

11:00 A.M. - 11:15 A.M.

Announcements

HB Plant Ballroom

Thursday Afternoon Activities

(Pre-Registration Required)

11:30 A.M. - 5:30 P.M.*

The FSLA Tom Enright Golf Classic

Meet outside Lobby doors of S. Florida Ave. entrance to load buses at 11:15 A.M. for a 11:30 A.M. departure

12:00 P.M. - 5:30 P.M.*

The FSLA Michael J. Franzese Fishing Tournament

Meet across street at Marriott Waterside Dock (outside on Lobby level) at 11:45 A.M. for a 12:00 P.M. departure

11:30 A.M. - 4:00 P.M.

Columbia Restaurant Lunch & Cigar Factory Tour

Meet outside Lobby doors of Water St. entrance to load buses at 11:15 A.M. for a 11:30 A.M. departure

7:00 P.M. - 8:00 P.M.

Reception

HB Plant Ballroom Prefunction

8:00 P.M. - 10:00 P.M.

Banquet Dinner & Raffle

HB Plant Ballroom

10:00 P.M. - 12:00 A.M.

Hospitality Reception

Marriott Waterside Terrace Room (Cross street to Marriott Waterside to Terrace Room on Lobby Level)

*Golf and fishing times are subject to change.



No FSLA sponsored activities planned. Enjoy the JW Marriott Tampa Water Street and surrounding area.

A voucher (value up to \$15) will be provided with your name badge. The voucher is valid on Friday, August 9 at the Driftlight restaurant or JW Market for breakfast service.

Name Badges are required for all meetings, receptions, and events with the exception of Thursday afternoon activities.

Transportation

Golf

Meet outside lobby doors (S. Florida Ave. entrance) to load buses at 11:15 A.M. for 11:30 A.M. departure (boxed lunch provided at buses).

Fishing

Meet across street at Marriott Waterside Dock (outside on lobby level) at 11:45 A.M. for 12:00 P.M. departure (boxed lunch provided at dock).

Columbia Restaurant Lunch and Cigar Factory Tour

Meet outside lobby doors (Water St. entrance) to load buses at 11:15 A.M. for 11:30 A.M. departure.

Speakers

Each year, the Florida Surplus Lines Association Convention provides quality programs and distinctive speakers, each with a unique perspective on the Florida surplus lines market. We appreciate the time and effort of this distinguished group.



Ashley Kalifeh, Esq.

Capital City Consulting, LLC

Legislative Update

Ashley Kalifeh began her career as a practicing attorney, and then worked at the Department of Financial Services as Deputy CFO, overseeing legislative, cabinet, and related issues. Subsequently, Ashley joined Capital City Consulting, where she and their team have successfully represented FSLA since September 2016.

State of the Industry



Robert Stone

*W.R. Berkley Corporation
Excess & Surplus Lines Segment*

Robert Stone is Executive Vice President of W. R. Berkley Corporation, responsible for the E&S Segment. Rob joined WRBC in 2002 as Managing Director and Founder of Berkley Capital, LLC, the private equity investment arm of WRBC.

Prior to joining WRBC, he was a Managing Director of Securitas Capital, a private equity investment fund focused on the insurance industry and sponsored by Swiss Re and Credit Suisse Group. Mr. Stone began his career in investment banking in 1987 with the Mergers and Acquisitions Group of Smith Barney.

He graduated from Harvard University with a degree in Economics.

He and his wife, Elise, live in Westport, CT with their three children.

Business Session

Mark Shealy serves as the Executive Director of the Florida Surplus Lines Service Office (FSLSO). Mark began his career at FSLSO as one of its founding officers and its inaugural Chief Financial Officer. During FSLSO's establishment phase, he played a key role in formulating enduring policies and procedures for the institution.

A graduate of Florida State University with a BS in Accounting, Mark brings over 25 years of experience in the insurance industry. Beginning his career as a financial regulator with the Department of Insurance, he later held senior positions such as CFO and COO at RYZE Claim Solutions, and COO, CFO, and Treasurer at Avatar Partners and Florida Doctors Insurance Company.

Mark has been instrumental in launching nine regulated insurance entities and two ancillary service companies, as well as overseeing the acquisition of seven regulated insurance entities. Additionally, he holds certifications as a Certified Public Accountant, insurance agent, and claims adjuster.



Mark Shealy

Florida Surplus Lines Service Office



Keynote Speaker

Julie Serakos leads Moody’s Model Product Management team overseeing the production of Moody’s RMS global climate, earthquake, and emerging risk models.

Julie has over 35 years of experience in the insurance industry, leading major reinsurance broker catastrophe analytics teams for BMS Re, Willis Re, and E.W. Blanch Co.

Julie volunteers with the International Society of Catastrophe Managers (ISCM), where she is Treasurer of the Executive Committee and member of the Board of Directors.

Julie holds a Bachelor of Mathematics degree from the Institute of Technology at the University of Minnesota and a Certified Catastrophe Risk Management Professional (CCRMP) designation.



Julie Serakos

Moody’s

Panel Presentation - Tort Reform



Al Geraci, Moderator

Risk Placement Services



Katherine Koener

Kelley Kronenberg



Matthew Litsky

Phelps Dunbar LLP



Carl Rockman

Citizens Property Insurance Company





Event Sponsors

We would like to recognize the generosity of our membership and especially thank all sponsors and contributors for their support of the Florida Surplus Lines Association and our Annual Convention. Your continued support allows us to enjoy our time together as colleagues.

Thank You

WELCOME GIFTS

GeoVera Insurance Group
Nationwide

ATTENDEE LANYARDS

McLarens

ROOM KEY CARDS

Johnson & Johnson

PHOTOGRAPHY

CRC Group - Wholesale and Specialty

REGISTRATION GRAB N' GO LUNCH

Engle Martin & Associates
GBLI Binding | Penn-America
Markel Southeast
Risk Placement Services
risksmith Insurance Services
Ryan Turner Specialty
SLB Insurance Group
TAPCO Underwriters, Inc.

WEDNESDAY & THURSDAY BUSINESS SESSIONS

Atlantic Casualty Insurance
Bridge Specialty Group
Florida Surplus Lines Service Office, Inc.
Risk Placement Services

WEDNESDAY BUSINESS SESSION BEVERAGE BREAK

DUAL North America
Seneca Insurance Company

THURSDAY BUSINESS SESSION BEVERAGE BREAK

Bridge Specialty Group
National Risk Services/Preferred
Reports

OPENING NIGHT RECEPTION

AmRisc, LLC
Amwins Access
Core Specialty
CRC Group - Wholesale and Specialty
Engle Martin & Associates
James River Insurance Company

MUSIC

Old Republic E&S
Prime Insurance Company
Ryan Turner Specialty
Shelly, Middlebrooks & O'Leary, Inc.
Western World Insurance Company
WKFC Underwriting Managers

WEDNESDAY HOSPITALITY RECEPTION

Markel Southeast

THURSDAY BREAKFAST

GBLI Binding | Penn-America Group
Gridiron Insurance Underwriters
Hudson Excess Insurance Company
Lexington Specialty Insurance Agency
Nautilus Insurance Group
(a Berkley Company)
Ryan Turner Specialty
Sutton Inspection Bureau of Florida

GOLF TOURNAMENT

RSUI Group, Inc.

GOLF TOURNAMENT BEVERAGES

Nautilus Insurance Group
(a Berkley Company)

GOLF HOLE SPONSORS

CRC Group - Wholesale and Specialty

Frontline Insurance

ICAT

MacNeill Group, an RPS Company

Markel Southeast

Nautilus Insurance Group
(a Berkley Company)

Risk Placement Services

RSUI Group, Inc.

Ryan Turner Specialty

Sedgwick Delegated Authority

Simply Easier Payments

SLB Insurance Group

Sutton Inspection Bureau of Florida

TAPCO Underwriters, Inc.

XPT Specialty

XS Brokers

FISHING TOURNAMENT & PRIZES

TAPCO Underwriters, Inc.

FISHING TOURNAMENT BOAT SPONSORS

Amwins Insurance Brokerage

Bass Underwriters, Inc.

Bridge Specialty Group

Ryan Turner Specialty

COLUMBIA RESTAURANT LUNCH & CIGAR FACTORY TOUR SPONSOR

GenStar

BOTTLE OF RED/BOTTLE OF WHITE

Ryan Turner Specialty

THURSDAY EVENING RECEPTION

Century Insurance Group

e2Value, Inc.

Frontline Insurance

MacNeill Group, an RPS Company

Nationwide

Ryan Turner Specialty

Sedgwick

Technical Risk Underwriters (TRU)

THURSDAY HOSPITALITY RECEPTION

Burns & Wilcox

RAFFLE SPONSORS

Amelia Underwriters

Bridge Specialty Group

Brown & Riding

Davies Claims North America

Johnson & Johnson

National Fire & Marine Insurance
Company

Nautilus Insurance Group
(a Berkley Company)

Richmond National Insurance Company

Risk Placement Services

risksmith Insurance Services

RLI

SLB Insurance Group

Socius Insurance

Southern Insurance Underwriters, Inc.

Sutton Inspection Bureau of Florida

UFG Specialty

BUSINESS SESSION DOOR PRIZES

Element22 Insurance Services

Westchester Insurance

FRIDAY BREAKFAST VOUCHERS

Florida Surplus Lines Service Office, Inc.

Event Contributors

CONVENTION REGISTRATION BROCHURE, ONSITE PROGRAM & NAME BADGES

Florida Surplus Lines Service Office, Inc.

PUBLICATIONS

Insurance Journal

GOLF BALL DONATION

National Fire & Marine Insurance Company

GRAND PRIZE GIVEAWAY

Three day/two-night stay at JW Marriott Water Street. Drawing held during the Thursday Business Session. Must be present to win.

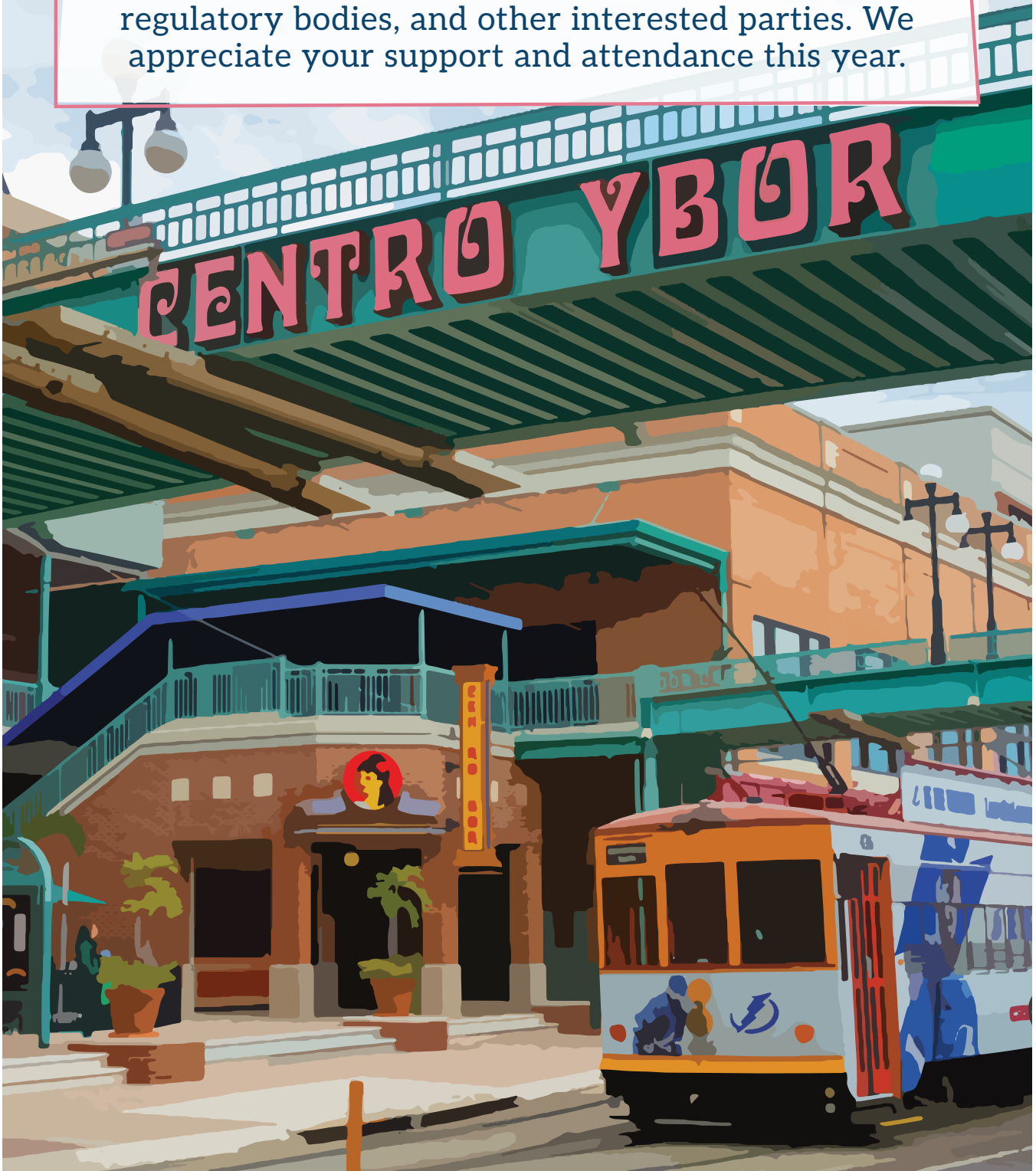
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Thank you for your generous donations for the 2024 Welcome Bags.



Attendees

Participants in the FSLA Annual Convention include brokers, agencies, excess and surplus lines insurance companies, insurance producer groups, re-insurers, regulatory bodies, and other interested parties. We appreciate your support and attendance this year.



as of 7/15/24

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Jerry Patman, CRIS, ERIS

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Allison Aubuchon, APR

Josh Aubuchon

AmRisc Group

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Jack Downey

Cody Gambino, CPCU

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Randall West

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Jen McGuire

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Bridge Specialty Group, LLC

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Joseph Failla

Larry LeHan, J.D.

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Special Risk**

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Joe McCaffrey

Bridge Specialty Group LLC/National Risk Solutions

Kathy Sofarelli

Bridge Specialty Group, LLC / Hull & Company

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David O'Keeffe
Timothy Ramsey, CIC
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Dawn Gordon, CPCU

Burns & Wilcox

Kristopher Guasch

Burns & Wilcox, Ltd. – Lake Mary

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Burns & Wilcox, Ltd. – Tampa

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Kelly Maharaj
Karen Preston, AINS
Rebecca Roberts, CPCU, ASLI

Canopus

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Capital City Consulting

Ashley Kalifeh, Esq.

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William Houghton, CIC, AINS
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Citizen Property Insurance Corporation

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Bob Peppe

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Kristen Gray, ASLI, AIS
Amy Groszos
Christine Mellon, CPA
Felicia Meredith, ASLI, AINS
Mark Shealy, CPA, ASLI
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Thank You

The FSLA Board of Directors and staff would like to extend a very special thank you to each of the members of the Convention Committee for their hard work and dedication to creating a spectacular 2024 Annual Convention.

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Tonya Rivera

Convention Committee

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Bianca Deising
Al Geraci, ARM, ASLI
Bresch McCarthy
Cody Parsons
Tim Scollo
Rosemary Sloane
Alyxandra Wagner

Golf Tournament

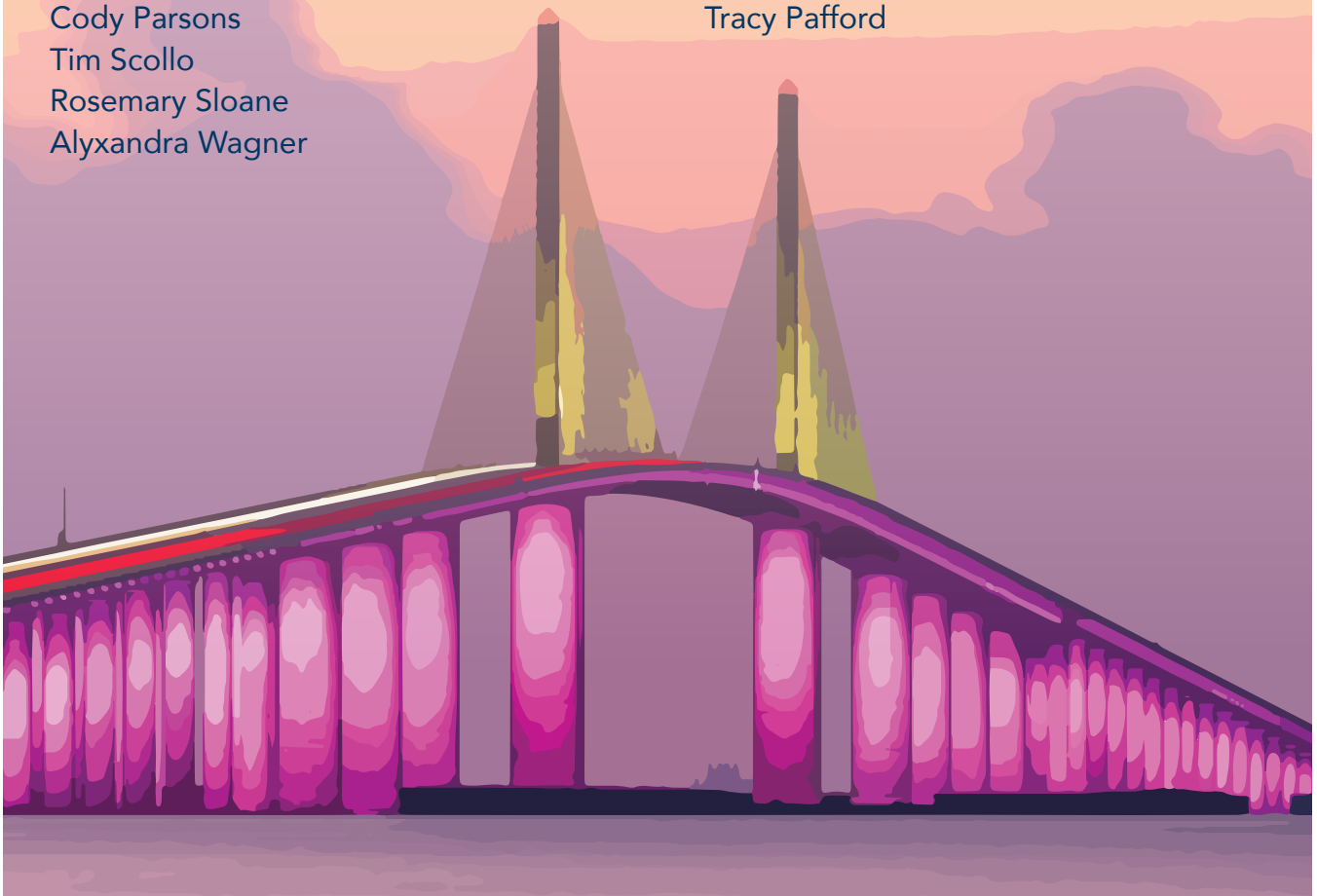
Roger Maharaj, AAI, ASLI

Fishing Tournament

Michael Franzese, CPCU, CIC, CRM,
ASLI, CPA

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