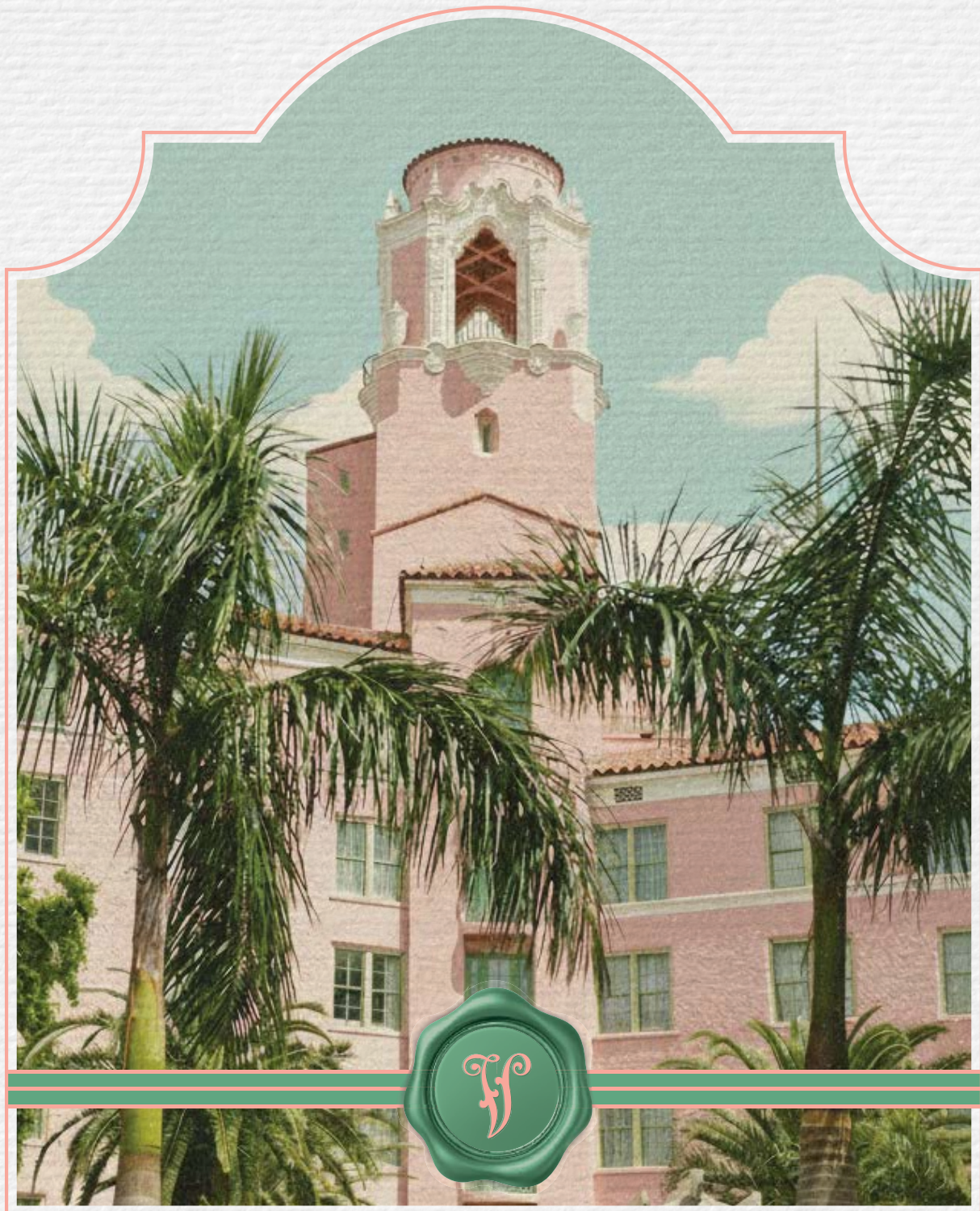


FLORIDA SURPLUS LINES ASSOCIATION 2026 Annual Convention



August 12-14, 2026
THE VINOY RESORT & GOLF CLUB
ST. PETERSBURG, FL



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From the PRESIDENT

WELCOME TO THE FSLA CONVENTION AT THE VINOY RESORT & GOLF CLUB!

Welcome to the 66th FSLA Annual Convention.

It's great to be together here at The Vinoy in St. Petersburg. This one is a little special for me personally; this is where my career in this industry started at Hull & Company. Mike Riordan took a chance on me early on, and 30 years later, it's pretty meaningful to be back here and now be alongside him as an FSLA Past President.

But what's really great is seeing the continued strength and momentum of this association and this industry.

We've put together a strong and relevant program over the next couple of days. This afternoon we'll go right into our business sessions, including hearing from Florida's Chief Financial Officer, Blaise Ingoglia, along with Mark Shealy from FLSO and Dr. Triparna de Vreede from USF. Tonight's opening reception and hospitality event will give everyone a chance to reconnect and kick things off the right way.

Tomorrow, we'll hear from Ashley Kalifeh with a legislative update, followed by Leslie Chapman-Henderson from Federal Alliance for Safe Homes (FLASH), both bringing important perspectives on the challenges and opportunities ahead.

Thursday afternoon is what makes this convention unique, whether it's the Tom Enright Golf Classic, the Michael Franzese Fishing Tournament, the Dalí Museum tour, or pickleball tournament, there's something for everyone. And we'll finish the day with our banquet, raffle, and one more chance to spend time together.

What continues to stand out to me is how FSLA keeps evolving. We're growing membership, expanding our involvement with university RMI programs, and investing in the next generation of insurance professionals. This year, we were proud to support a new initiative funded by FLSO, the Under 40 Leadership Scholarship, which helped emerging leaders attend the FSLA Convention and engage more deeply with our industry. That matters, not just for FSLA, but for the long-term health of our entire industry.

Your continued support through membership, SurPAC contributions, and participation in this association - is what allows us to stay effective and relevant in Florida.

I also want to recognize the people who make all of this happen, our Board, our committee members, and our outstanding executive management team led by Jillian Heddaeus.

A special thank you to Ashley Kalifeh for her continued legislative advocacy, and to Allison Aubuchon for her leadership in public relations and for setting aside her loyalty to the Gators to show up strong for FSLA at FSU Insurance Days Career Fairs. We appreciate both the commitment and the flexibility.

It has truly been an honor to serve as President this past year.

I hope you take full advantage of the program, the networking, and the time together, and most importantly, enjoy your time here at The Vinoy.

Al Geraci, ARM, ASLI
FSLA President

Al Geraci, ARM, ASLI President

Albert Geraci is Area President for Risk Placement Services (RPS), where he oversees operations across Florida, including the Fort Lauderdale and Lake Mary offices. In this role, Albert is responsible for driving sales performance, managing carrier relationships, and leading a team of producers and support professionals across multiple lines including property, casualty, binding, personal lines, garage, and flood.

Albert began his insurance career at Hull & Company in St. Petersburg, and over the course of his career has held roles with Western World Insurance Company and AIG, in addition to returning to Hull & Company prior to joining RPS. These experiences provided a well-rounded foundation across both the carrier and wholesale sides of the business and helped shape his approach to market development and producer leadership.

A proud graduate of Florida State University's Risk Management & Insurance (RMI) program, Albert remains actively involved in supporting the next generation of industry talent. He currently serves as President of the Florida Surplus Lines Association (FSLA) and is a member of the Florida Surplus Lines Service Office (FLSLO) Board. In addition, he serves as a board member of the Insurance Industry Advisory Board of Central Florida (IIABCF) and participates on the WSIA Talent Outreach Committee, supporting initiatives that promote industry awareness and workforce development.



Al Geraci, ARM, ASLI
President
Florida Surplus Lines Association

From the
EXECUTIVE DIRECTOR

WELCOME TO THE 2026 FSLA CONVENTION!

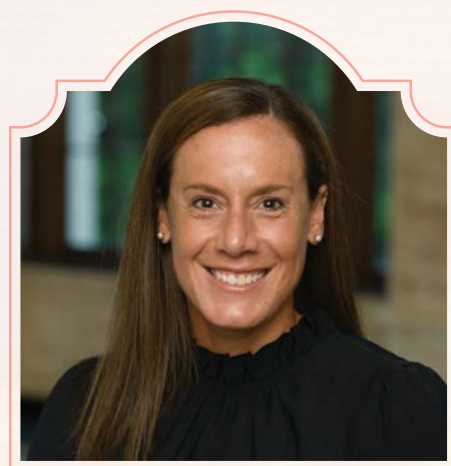
On behalf of the FSLA Board of Directors and Executive Staff at Partners in Association Management (PIAM), we welcome you to St. Petersburg and the 2026 FSLA Annual Convention!

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 FSLA Members and along with Capital City Consulting, FSLA works on your behalf to provide legislative updates to members 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
Executive Director

Jillian Heddaeus is an association management executive with nearly two decades of experience serving state and national associations. As an Executive Director, she specializes in organizational leadership, financial management, governance, and member engagement. Jillian holds the Certified Meeting Professional (CMP) designation, is a graduate of the Institute for Organization Management (IOM) through the U.S. Chamber of Commerce and earned a Bachelor of Science in Information Systems from Florida State University. She is a past board member of the Tallahassee Society of Association Executives and recipient of TSAE's Association Professional of the Year award.



FLORIDA SURPLUS LINES ASSOCIATION BOARD OF DIRECTORS



PRESIDENT

Al Geraci, ARM, ASLI • Risk Placement Services, Inc.

PRESIDENT-ELECT

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

TREASURER

Bresch Kilday • Starwind Community Associations + Personal Lines

SECRETARY

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

DIRECTOR

Darren Marsh • SLB Insurance Group

DIRECTOR

Steve Kass • XPT Specialty

DIRECTOR

Marianne Correa • RT Specialty

INSURANCE COMPANY REPRESENTATIVE

Scott Smith • RSUI

INSURANCE COMPANY REPRESENTATIVE

Ana Daves • Nautilus Insurance Group

YOUNG AGENTS REPRESENTATIVE

Ricky Kopec • Johnson & Johnson, Inc. – St. Petersburg

RETAIL AGENTS REPRESENTATIVE

John Vratsinas • Atlantic Specialty Risk

PAST PRESIDENT’S REPRESENTATIVE

Dave DeMott, CPCU, AMIM • Gridiron Insurance Underwriters

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 • Buzz with Purpose

FLORIDA SURPLUS LINES ASSOCIATION BOARD OF DIRECTORS

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 (FSLA) 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).

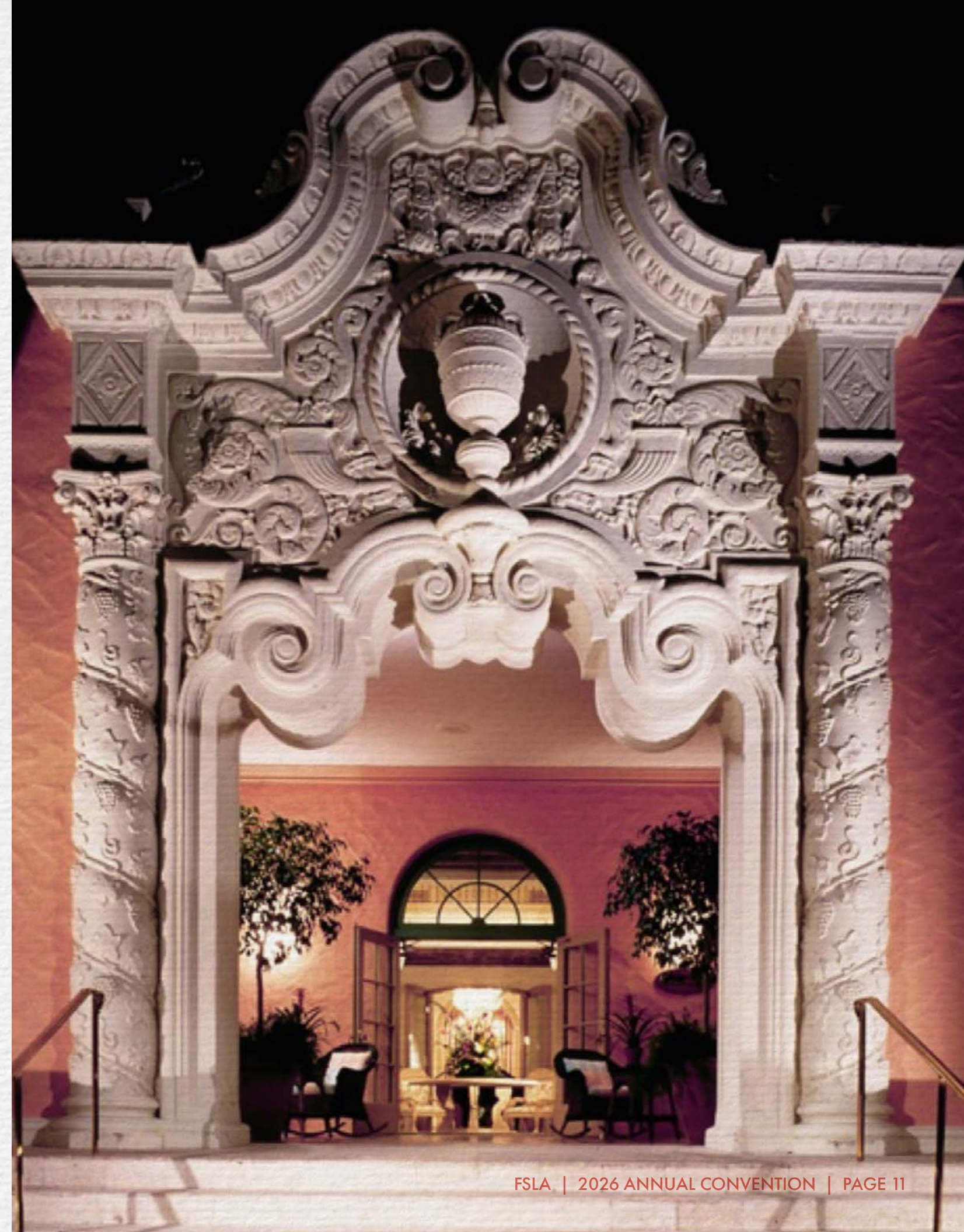
The purpose of the FSLA is to encourage an exchange of information among members and to disseminate educational information for the benefit of members and the betterment of the excess and surplus lines industry. Additionally, FSLA maintains liaisons with other segments of the insurance industry. Participants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

For over 65 years, FSLA has promoted the regulatory and legislative interests of FSLA members and the Florida surplus lines industry. The FSLA maintains concern for 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** fund called **SurPAC** used to support political committees and candidates for the Florida Senate and House of Representatives that support our 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.

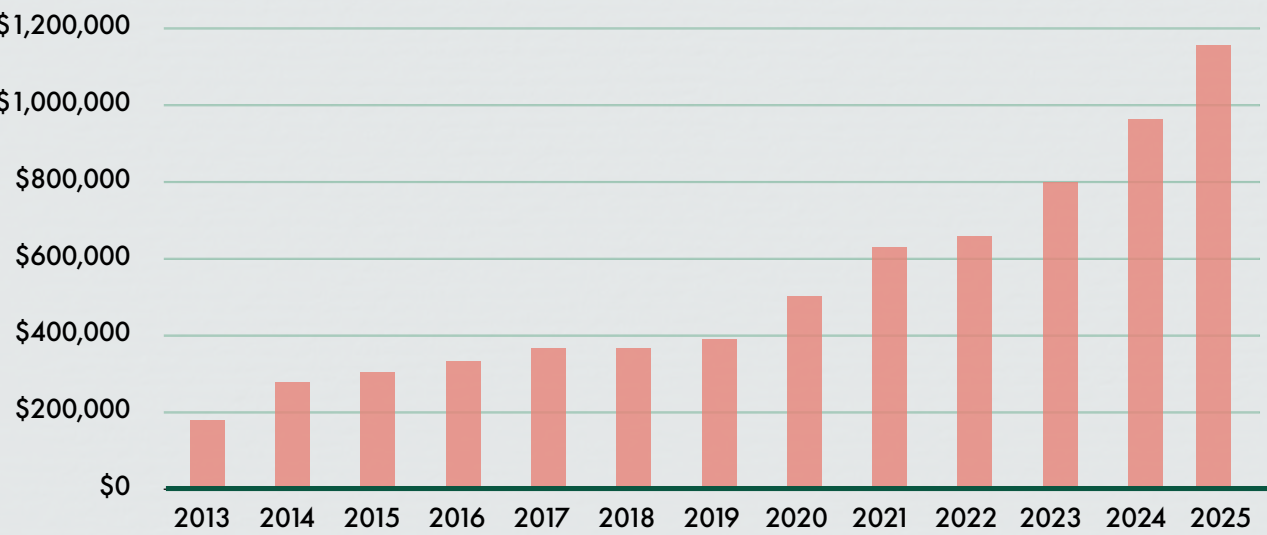
As Florida's surplus lines industry remains a top player on the national scale, the Florida Surplus Lines Association is recognized as one of the most active associations among the top three surplus lines associations in the country.



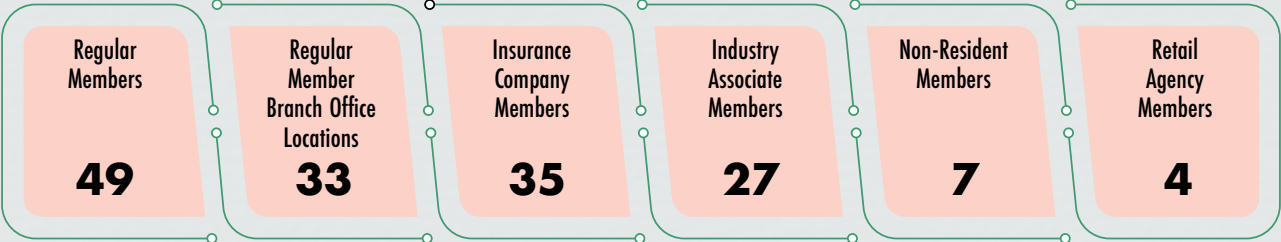
FLORIDA SURPLUS LINES ASSOCIATION & SURPAC

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 LIABILITIES & NET ASSETS



In 2026, FSLA saw continued growth in its member count and increased participation through association programs such as the convention and member only CE webinars.



The strength of our organization comes from our membership. New members in 2026 include (as of July 13, 2026):

Regular Members:

- StarLight Insurance Group
- Starwind Community Associations + Personal Lines
- World Insurance Services, Inc.

Regular Member | Branch:

- CRC Group - Port Orange

Insurance Company Members:

- Admiral Insurance
- Capitol Specialty Insurance Corporation
- USLI

Industry Associate Members:

- Efinity
- Foran Glennon Palandech Ponzi & Rudloff PC
- Inspection Depot
- Pacific Inspections, Inc.
- Woodall Rensimer, PLLC

Non-Resident Member:

- Novum Underwriting Partners LLC

2026 SURPAC CAMPAIGN CYCLE GOAL

For over 65 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 supports legislative leaders and provides support in key open seats, we have proposed a target of raising \$200,000 during the 2026 campaign cycle. The 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.

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.

**2026 Cycle - November 1, 2024 - November 1, 2026*

FSLA LEGISLATIVE & SURPAC COMMITTEE

Legislative Co-Chair: Dave DeMott, CPCU, AMIM, ASLI

SurPAC Chair: Al Geraci, ARM, ASLI

Dustin Applebaum
John Barfield
Virginia Clancy
Kathy Colangelo
Jason Foreman
Troy Fornof
Steve Kass
Richard Kopec

Darren Marsh
Richard Morehouse
Joe Neely
Conor O’Leary
Steven Page
Tonya Rivera
Amanda Ruppel
Lauren Savage

Tim Scollo
Chris Siegel
Bachman Smith
Scott Smith
John Vratsinas
Randy West
Adam Wilson



2026 SURPAC CAMPAIGN CYCLE GOAL

\$200,000

\$8,000+

Amwins Brokerage of Florida

\$6,000+

CRC Group
Risk Placement Services, Inc.

\$5,000+

Atlantic Casualty Insurance Company
Century Insurance Group
Core Specialty
Frontline Insurance
Kinsale Insurance Company, Inc.
KW Specialty Insurance Company
Nationwide E&S / Specialty
Nautilus Insurance Group
RSUI Group, Inc.

\$4,000+

XPT Specialty

\$3,000+

Burns & Wilcox
Express MGA, LLC
Sedgwick

\$2,500+

AmRisc Group
Argo Group US, Inc.
Brit Group Services Limited
Davies Claims North America
James River Insurance Company

\$2,500+ con't.

Navigators, a Brand of The Hartford
Palms Specialty Insurance Company, Inc.
Shield Indemnity Incorporated
Universal Shield Insurance Group, Inc.
Western World Insurance Company
Zurich Holding Co. of America

\$2,000+

Amelia Underwriters
Associated Services Inspections, LTD.
Brown & Riding
DUAL North America
First City Insurers, LLC
GIC Underwriters, Inc.
Gridiron Insurance Underwriters, Inc.
ION Insurance Company, Inc.
Irvin B. Green & Associates, Inc.
Johnson & Johnson, Inc. - St. Petersburg
MacNeill Group, Inc.
McLarens
Millennial Specialty Insurance LLC
North American Risk Service, Inc.
Orchid Insurance
Program Underwriters, LLC
risksmith Insurance Services
SLB Insurance Group
Southern Insurance Underwriters, Inc.
Specialty Insurance Service
Sutton Inspection Bureau Risk Specialists
TAPCO Underwriters, Inc.
Varney Agency Tampa
World Risk Management, LLC

\$1,000+

Ascension Specialty Insurance Group, Inc.
Appalachian Underwriters, Inc.
Bass Underwriters - Plantation
Berk, Merchant & Sims, PLC.
Biltmore Insurance Services, LLC
Breckenridge Insurance Services
Dyad, Inc.
Engle Martin
Gallagher Re
Insight Catastrophe Managers
Insurance Partners Consortium

NAMIC Insurance Agency
Risco Insurance Brokerage Inc.
RT Specialty
RYAN Specialty Underwriting Managers
Sigma Underwriting
South Bay Acceptance Corp - SBAC
Tokio Marine Highland
UFG Specialty
Vanguard Adjusters Group
W&S Underwriters
XS Brokers

Contributors

American Coastal
Arbour Specialty
Atlantic Specialty Risk
Beacon Group, Inc.
Bridge Specialty Group, LLC
Bridge Specialty Group, LLC - Braishfield
Buzz with Purpose
Element22 Insurance Services
Embark General MGA
Financial Insurance Consultants, LLC
FS Global Risk LLC
GeoVera Specialty Insurance Company
Hudson Excess Insurance Company
Hull & Company
Hull & Company, LLC d/b/a Halcyon Underwriters
Markel
Mills Mehr & Associates
Penn-America Group
Prime Insurance Company
Safepoint Insurance
Shelly, Middlebrooks & O'Leary, Inc.
Twenty First Services



HELP US REACH OUR GOAL!

Contribute today at:
myFSLA.com/surpac



FSLA COMMUNICATIONS HIGHLIGHTS



Media Relations & Industry Visibility

FSLA continues to strengthen awareness of the role of the surplus lines industry through proactive media relations and ongoing education with reporters covering Florida’s insurance market. This year, FSLA has earned nine media mentions in outlets including Florida Politics, Florida Daily, WPTV and the Tampa Bay Times. Coverage also included recognition in an Executive Office of the Governor news release, for which FSLA helped provide industry insight and perspective.

Highlighting Expert Perspectives

FSLA continues to connect its audiences with trusted voices and timely insights on issues impacting Florida’s insurance marketplace. So far this year, the association has featured a guest column by Craig Anderson of CRC Group exploring the important role of surplus lines in marine insurance, while Leslie Chapman-Henderson of FLASH (Federal Alliance for Safe Homes) shared valuable perspectives on resilience in recognition of National Insurance Awareness Day. These collaborations help reinforce FSLA’s commitment to education, industry awareness and meaningful industry partnerships.



New Quarterly Update

This year marked the launch of FSLA’s quarterly e-newsletter, providing members with timely updates on advocacy, industry trends and association news. Two editions have already reached an audience of more than 1,000 recipients, with advocacy and market-related stories generating the strongest engagement. It’s an exciting beginning for what we hope will become a valued communications resource for members.

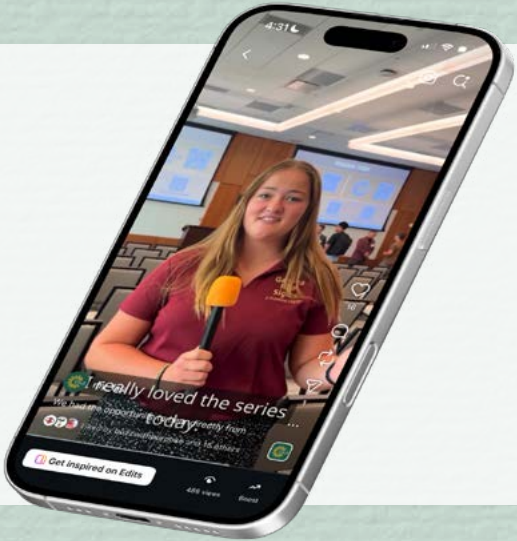


New Website on the Horizon

Coming soon, FSLA’s redesigned website will offer an enhanced experience for members and visitors alike. The new site will make it easier to learn more about FSLA’s advocacy efforts, educational resources, events and university partnerships, while strengthening the FSLA brand. Updated resource libraries and an enhanced “Surplus Lines 101” section will help better serve both industry professionals and those learning about the surplus lines marketplace.

Connecting Through Social Media

FSLA’s social media continues to showcase both the people and purpose behind the surplus lines industry. While creative content like our take on the viral “Puerto Rico” song and childhood photos of the Board generated plenty of smiles, our student-focused content — including interviews from FSU’s RMI Days — has sparked the strongest engagement. This year’s storytelling has also featured members “in the wild,” from Bermuda and TPC to the Palm Beach Boat Show, highlighting the many ways surplus lines support unique risks.



Sunny Shines On

Since making his debut last year, Sunny Surplus has become a recognizable extension of the FSLA brand. From social media and RMI Days displays to the encouragement postcards included in this year’s Giveback care packages, Sunny continues to add a friendly, approachable face to the surplus lines industry. Keep an eye out for Sunny throughout the Convention, along with this year’s new collection of FSLA roaring 20’s action figures!

FSLA GUARDIAN COUNCIL

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.



THANK YOU TO OUR GUARDIAN COUNCIL MEMBERS!

AMWINS



Burns & Wilcox

CRC TAPCO

GRIDIRON



LLOYD'S



PAST PRESIDENTS
OF THE FSLA

1960-1961 Donald Bolton	1987-1989 Edwin J. Calabrese	2009-2011 Bruce E. Bowers
1962-1968 Hugh Donovan	1989-1991 Roger T. Gobler	2011-2013 Roy V. Fabry
1968-1971 Edward “Bill” De Young	1991-1993 H. Lee Gregory	2013-2015 Irvin “Skip” Wolf, III
1971-1973 W. Dana Roehrig	1993-1995 Bill Winters	2015-2017 Lorna Wirtz
1973-1975 Daniel C. O’Leary, Jr.	1995-1997 Bill Rambo	2017-2019 Erin K. O’Leary
1975-1977 Richard F. Hull	1997-1999 Michael J. Riordan	2019-2021 Michael J. Franzese
1977-1979 Leonard Traurig	1999-2001 Larry B. Stowe	2021-2022 Kathy Colangelo
1979-1981 John F. Keegan	2001-2003 Daniel C. O’Leary, III	2022-2023 Don Deising
1981-1983 Jack W. Flood	2003-2005 Tom Enright	2023-2024 Dave DeMott
1983-1985 Ronald Gabor	2005-2007 Ed Wojchick	2024-2025 Virginia Clancy
1985-1987 Philip Cree	2007-2009 Steven Finver	



CONVENTION SCHEDULE



WEDNESDAY | AUGUST 12

- 11:30 A.M. - 7:00 P.M.
REGISTRATION
Palm Court Ballroom Foyer

11:30 A.M. - 1:30 P.M.
**FSLA GIVES BACK:
DAYSTAR LIFE**
Palm Court Ballroom

11:30 A.M. - 1:30 P.M.
GRAB N’ GO LUNCH
Palm Court Ballroom Foyer

2:00 P.M. - 2:30 P.M.
**WELCOME, INTRODUCTIONS, BUSINESS
MEETING & BOARD INSTALLATION**
Palm Court Ballroom

2:30 P.M. - 3:30 P.M.
BUSINESS SESSION
Blaise Ingoglia
Florida Chief Financial Officer
Palm Court Ballroom

3:30 P.M. - 4:00 P.M.
BUSINESS SESSION BEVERAGE BREAK
Palm Court Ballroom Foyer
- 4:00 P.M. - 4:30 P.M.
BUSINESS SESSION
Mark Shealy, ASLI, ARM, CPA, CPCU
Executive Director
Florida Surplus Lines Service Office
Palm Court Ballroom

4:30 P.M. - 5:30 P.M.
BUSINESS SESSION
Triparna de Vreede, PhD
Muma College of Business at USF
Palm Court Ballroom

5:30 P.M. - 5:45 P.M.
ANNOUNCEMENTS
Palm Court Ballroom

5:45 P.M. - 7:00 P.M.
OPENING RECEPTION
Palm Court Ballroom Foyer

7:00 P.M. - 9:30 P.M.
DINNER ON YOUR OWN

9:30 P.M. - 12:00 A.M.
HOSPITALITY RECEPTION
Vinoy Veranda Bar
(must show convention badge to bartender for complimentary drinks)

DRESS

Receptions, Hospitality & Banquet Dinner
Business casual, no shorts please

All attendees and their registered guests are encouraged to dress-up in 1920s attire for the Thursday Banquet Dinner.

All Other Events
Casual, shorts acceptable

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

THURSDAY | AUGUST 13

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

MORNING WALK

Meet in Hotel Lobby

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

BREAKFAST BUFFET

Palm Court Ballroom Foyer

8:30 A.M. - 10:00 A.M.

LEGISLATIVE UPDATE

Ashley Kalifeh, Esq.

Capital City Consulting, LLC

Palm Court Ballroom

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

BUSINESS SESSION BEVERAGE BREAK

Palm Court Ballroom Foyer

10:30 A.M. - 11:30 A.M.

BUSINESS SESSION

Leslie Chapman-Henderson

President

Federal Alliance for Safe Homes (FLASH)

Palm Court Ballroom

11:30 A.M. - 11:45 A.M.

ANNOUNCEMENTS

Palm Court Ballroom

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

THE FSLA TOM ENRIGHT GOLF CLASSIC

See transportation information on page 27

12:00 P.M. - 4:30 P.M. *

LUNCH & SALVADOR DALÍ MUSEUM TOUR

See transportation information on page 27

12:00 P.M. - 4:30 P.M. *

FSLA ANNUAL PICKLEBALL TOURNAMENT

See transportation information on page 27

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

THE FSLA MICHAEL J. FRANZESE FISHING TOURNAMENT

See transportation information on page 27

6:30 P.M. - 8:00 P.M.

RECEPTION

Vinoy Grand Ballroom

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

BANQUET DINNER & RAFFLE

Palm Court Ballroom

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

AFTER PARTY ENTERTAINMENT

Vinoy Grand Ballroom

*Activity times are subject to change.

FRIDAY | AUGUST 14

No FSLA sponsored activities planned. Enjoy The Vinoy Resort & Golf Club and the St. Petersburg area.

A voucher (value up to \$15) will be provided with your name badge. The voucher is valid on Friday, August 14 at Lottie or Paul's Landing for breakfast service.

Name Badges are required for all Meetings, Receptions and Events with the exception of Thursday activities.

THURSDAY AFTERNOON ACTIVITY TRANSPORTATION

The FSLA Tom Enright Golf Classic

Shuttles will depart at 12:00 P.M. from the Palm Court Porte Cochere for the Golf Course. Tournament will begin at 12:45 P.M. Boxed lunch will be provided at golf course.

Lunch & Salvador Dalí Museum Tour

Shuttles will depart at 12:00 P.M. from the Palm Court Porte Cochere for lunch at Cognac in St. Petersburg. Shuttles will then depart at 1:45 P.M. from Cognac to Dali Museum for 2:00 P.M. private tour of The Works of Dali and 3:30 P.M. showtime of Dali Alive 360.

FSLA Annual Pickleball Tournament

Shuttles will depart at 12:00 P.M. from the Palm Court Porte Cochere to Pickleball Kingdom, Pinellas Park for 12:30 P.M. lunch and tournament beginning at 1:00 P.M. Boxed lunch will be provided at venue.

The FSLA Michael J. Franzese Fishing Tournament

Meet at Vinoy Marina (out front entrance of hotel, directly across street) at 12:00 P.M. for boxed lunch. Fishing Tournament attendees will depart at 12:30 P.M.



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.



SPEAKERS | WEDNESDAY

BUSINESS SESSION

Blaise Ingoglia serves as Florida’s Chief Financial Officer and State Fire Marshal, overseeing billions of dollars in taxpayer assets and leading the Florida Department of Financial Services. His role includes managing the state’s finances, rooting out fraud, increasing financial transparency, and supporting first responders across the state.

As CFO, Blaise continues his mission to protect taxpayers by shining a light on government inefficiency and promoting smart budgeting practices. He also oversees Florida’s Division of Unclaimed Property, helping reunite residents with lost funds, and leads the Criminal Investigations Division, which fights insurance fraud, arson, and public assistance abuse.

Whether working to improve financial literacy, strengthen emergency response systems, or increase efficiency in state spending, CFO Ingoglia brings the same passion, energy, and no-nonsense attitude that first put him on the map.

Blaise lives in Spring Hill with his wife, Julie, and their dogs. He is a proud husband, father, entrepreneur, and public servant who believes that good government starts with accountability and a lot of common sense.



Blaise Ingoglia
Florida Chief Financial Officer

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, ASLI, ARM, CPA, CPCU
Executive Director
Florida Surplus Lines Service Office

SPEAKERS | WEDNESDAY

BUSINESS SESSION

SMARTER TOOLS, BLIND SPOTS: WHAT SCIENCE SAYS ABOUT AI AND HUMAN JUDGEMENT

Dr. Triparna de Vreede is an Assistant Professor and the founding Director of the Behavioral AI Lab at the University of South Florida's Muma College of Business, with an affiliate appointment in USF's Bellini College of AI, Cybersecurity and Computing. She has Masters degrees in Management Information Systems, Industrial/Organizational Psychology, MBA in Human Resources and a PhD in Industrial Organizational Psychology. Her research examines the hidden costs

of AI integration that most organizations miss: how AI teammates can paradoxically reduce human performance, how AI assistance can simultaneously improve output while undermining long-term skill development, and how trust with AI partners follows patterns that defy conventional wisdom. Her work has been published in top-tier journals including Information Systems Research, Journal of Management Studies, and Journal of Management Information Systems, and supported by over \$9 million in competitive research funding from organizations including the National Science Foundation, the Robert Wood Johnson Foundation, and the Kresge Foundation. She advises organizations on designing AI partnerships that protect and enhance human capability rather than eroding it. She serves as an AI advisor for InnovateK12 and sits on the Board of Trustees at Tampa Preparatory School. Her research has been featured in Business Insider, the Miami Herald, and other national media outlets.



Triparna de Vreede, PhD
Muma College of
Business at USF



SPEAKERS | THURSDAY

LEGISLATIVE UPDATE

Ashley Kalifeh began her career as a practicing attorney before serving as Deputy CFO at the Department of Financial Services, where she oversaw legislative and cabinet matters. She later joined Capital City Consulting and has helped represent FSLA since 2016. Ashley's experience spans all insurance markets—including property, auto, workers' compensation, title, life, and health—as well as agent regulation, state contracting, and civil justice issues. She has played a key role in major Florida insurance reforms, including medical damages, premises liability, and bad faith, and her research on first-party insurance litigation has helped shape improvements in the state's auto and property markets. She also has experience in real property, healthcare, and finance, as well as the state appropriations process. Ashley is a graduate of Vanderbilt University and Florida State University College of Law.



Ashley Kalifeh, Esq.
Capital City Consulting, LLC

BUSINESS SESSION

Leslie Chapman-Henderson is the President and CEO of the nonprofit Federal Alliance for Safe Homes (FLASH), the nation's leading consumer advocate for strengthening homes and protecting families from natural disasters. Since 1998, she has led FLASH in building a national network of more than 100 partners advancing resilience through innovation, education, and collaboration. Under her leadership, FLASH has launched nationally recognized initiatives such as #HurricaneStrong and WildfireStrong – No Fuel. No Fire.®, along with programs like EarthquakeStrong, TornadoStrong, and the Strong Homes Initiative to help homeowners understand risks and take action. She has also developed influential resources, including the Resilience Policy Resource Guide and Retrofitting Program Playbook, supporting scalable solutions nationwide.

A recognized leader in disaster resilience, Chapman-Henderson champions practical tools, cross-sector collaboration, and major convenings like the National Disaster Resilience Conference to drive innovation and strengthen how communities prepare for and recover from disasters.



Leslie Chapman-Henderson
President & CEO
Federal Alliance for Safe Homes

UNDER 40 LEADERSHIP SCHOLARSHIP

This year, the Florida Surplus Lines Association (FSLA), with the generous support of the **Florida Surplus Lines Service Office (FSLSO)**, launched the inaugural **Under 40 Leadership Scholarship** to invest in the next generation of Florida's excess and surplus lines professionals. Through FSLSO's funding, scholarship recipients were provided the opportunity to attend the FSLA Annual Convention, where they expanded their industry knowledge, built meaningful professional connections, and engaged with leaders from across Florida's surplus lines market.

The scholarship experience provides selected participants with full access to convention programming, direct interaction with senior industry leaders, and valuable networking opportunities designed to strengthen engagement within Florida's excess and surplus lines marketplace.

Recipients were selected based on their industry involvement, demonstrated leadership potential, and commitment to continued professional growth.

CONGRATULATIONS TO THE INAUGURAL CLASS:

Kaley Alexander • Johnson & Johnson, Inc.

Noely Vanessa Allen • Burns & Wilcox, Ltd. - Lake Mary

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FSLA GIVES BACK



As part of our commitment to giving back to the communities that host our Annual Convention, FSLA partnered with Daystar Life in St. Petersburg for this year's FSLA Gives Back initiative.

Daystar Life empowers individuals and families by addressing food insecurity and financial instability while creating opportunities that lead to self-sufficiency. Through a variety of programs and services, Daystar provides essential resources and support to those in need.

Through the generosity of our attendees and sponsors, convention participants come together to donate their time and financial support to assemble 300 hygiene kits filled with essential personal care items for Daystar Life to distribute to individuals and families in need. Each kit provides practical necessities while helping restore dignity and hope to those facing difficult circumstances.

There's still time to make an impact. If you would like to support FSLA Gives Back, simply scan the QR code below to make a contribution. Every donation, no matter the size, helps Daystar Life continue providing essential services and resources to those who need them most.

Thank you to everyone who contributed to this year's FSLA Gives Back initiative. Your generosity reflects the spirit of the surplus lines community and demonstrates our shared commitment to making a meaningful impact beyond the convention.

SCAN TO CONTRIBUTE TO DAYSTAR LIFE



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We would like to recognize the generosity of our great membership and especially thank all of our 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!

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WEDNESDAY BUSINESS SESSION BEVERAGE BREAK

Tokio Marine Highland
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THURSDAY BUSINESS SESSION BEVERAGE BREAK

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BUSINESS SESSION DOOR PRIZES

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FRIDAY BREAKFAST VOUCHERS

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Florida Surplus Lines Service Office

PUBLICATIONS

Insurance Journal

GRAND PRIZE GIVEAWAY

Three day/two-night stay at The Vinoy Resort & Golf Club. Drawing held during the Thursday Hospitality Reception. Must be present to win.

SPONSORS

Thank you for your generous donations for the 2026 Welcome Bags.



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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.

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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 2026 Annual Convention.

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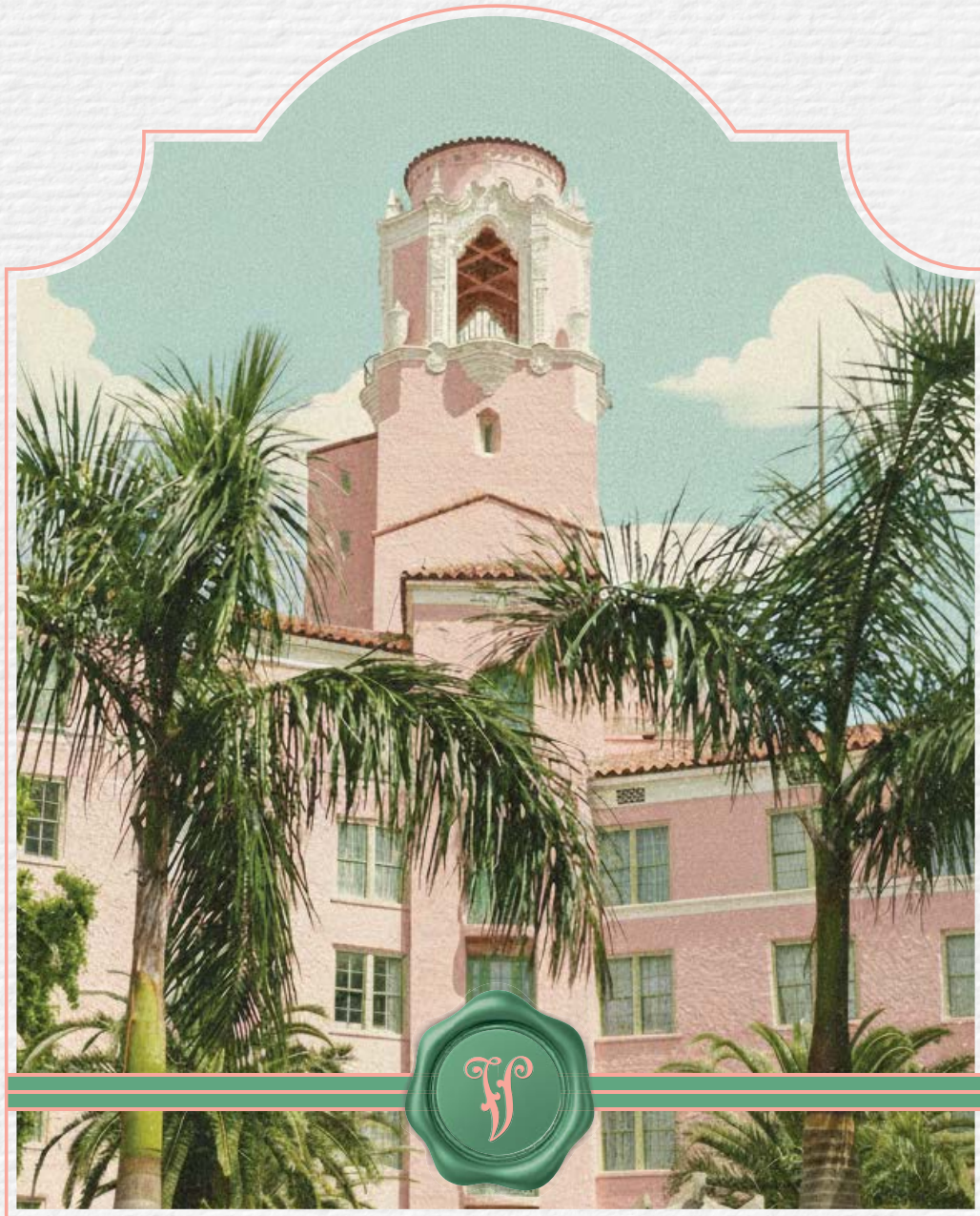
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