

# PLAY BALL!

COVERING ALL THE BASES IN CAPTIVE INSURANCE

# WRCIC

**2018 WESTERN REGION CAPTIVE  
INSURANCE CONFERENCE PROGRAM**

**MAY 21-23, 2018**



**AzCIA**



Missouri Captive Insurance Association

**MOCIA**



Utah Captive Insurance Association

**UCIA**

# Welcome to the 2018 Western Region Captive Insurance Conference!



## WRCIC WESTERN REGION CAPTIVE INSURANCE CONFERENCE, LLC

The combined Boards of Directors of the Arizona Captive Insurance Association, the Missouri Captive Insurance Association, and the Utah Captive Insurance Association are pleased to welcome you to the 2018 Western Region Captive Insurance Conference in St. Louis, MO now celebrating its eighth year as a premier regional gathering of captive owners and service providers in the USA. After the recent wonderful conferences that were held in Arizona and Utah, we welcome you back to the great State of Missouri!

As new captive formations continue to increase, and existing captives mature, we are mindful of the multitude of emerging challenges and opportunities for our industry. This past year has brought political, economic, taxation, and technological changes that have affected us all. This year we carefully crafted the conference to provide a superior educational and collaborative experience to give you the tools to not only survive, but to flourish in our industry.

We have designed this year's conference to specifically provide you with knowledge, networking opportunities, and social interaction with a diverse group of captive professionals gathering in one location. We hope that during this time you will develop new friendships, renew old ones, connect with those that will help improve your captive intelligence, widen your sphere of influence, and improve upon the success of your captive business.

Our objective this year is to provide content and events to help you grow, relate, improve, create, and build. Our theme this year is "Play Ball! Covering All the Bases in Captive Insurance." We encourage you to participate through interaction, challenging questions, and personal expressions of ideas and suggestions. We invite you to effectively use this symposium for all that it can bring you:

- Insight from thoughtful leaders in the captive industry;
- Novel methods from captive / RRG owners and managers to control and finance risk;
- Personal access to current and former regulators from both the host states as well as other participants (Kansas, Colorado, Montana, Tennessee);
- Innovative tools, processes, and methods from experienced providers including attorneys, auditors, actuaries, finance institutions, third party administrators, and many others.

The WRCIC conference committee thanks you for attending this year's conference. We hope you will find profound benefits from your attendance and that you will enjoy the beauty and opportunities of the Great State of Missouri!

*Mike Grubbs*  
Missouri Captive Insurance Association – Treasurer  
2018 Western Region Captive Insurance Conference,  
Committee Chair  
WRCIC, LLC Vice Chair

# Program Schedule

## MONDAY – May 21<sup>st</sup>

7:00 a.m. – 1:00 p.m. **Golf Tournament at Forest Park Golf Course**

8:00 a.m. – 12:00 p.m. **Registration Open (Outside Khorassan Ballroom)**

10:00 a.m. – 5:00 p.m. **Exhibitor Setup (Khorassan Ballroom)**

2:00 p.m. – 6:00 p.m. **Registration Open (Outside Khorassan Ballroom)**

3:00 p.m. – 5:00 p.m. **Captive 101 Introduction (Lindell D)** – Panel discussion with various leading experts on how to evaluate, license and operate a captive insurance company. The distinguished panel will include consultants, captive manager, actuary and attorney all with a strong background in captive insurance. Open Q&A will allow audience members to interact and ask questions about any phase of captive feasibility or formation.

Panelists: Jesse Olsen, Peter Rapciewicz, Dustin Gary, and Benjamin L. Gould

5:00 p.m. – 6:00 p.m. **Annual Association Meetings**

**AZCIA (Lindell A)**

**UCIA (Lindell C)**

**MOCIA (Lindell B)**

6:00 p.m. – 7:30 p.m. **Evening Welcome Reception (Zodiac Room) - Sponsored by GPW**

## TUESDAY – May 22<sup>nd</sup>

7:30 a.m. – 4:00 p.m. **Registration Open (Outside Khorassan Ballroom)**

8:00 a.m. – 5:00 p.m. **Exhibit Booths Open**

8:00 a.m. – 8:45 a.m. **Breakfast Buffet (Khorassan Ballroom)**

8:45 a.m. – 9:00 a.m. **Conference Welcome**

Alan Fine - CPA, JD, MOCIA President

9:00 a.m. – 10:00 a.m. **Keynote Session (Khorassan Ballroom) - Sponsored by Larson & Company and Taylor-Walker Consulting**

**Leadership for the 21st Century**

Jimmy Blackmon

*Jimmy Blackmon has led soldiers for over 30 years, culminating as a Brigade Commander in the famed 101st Airborne Division, where he led over 3,500 of America's sons and daughters in Afghanistan. Jimmy is oft quoted as saying, "No matter how technologically advanced we become, life is and always will be about people and relationships. In this presentation, Jimmy shows the power of inspiration that only comes when leaders genuinely connect with those they lead. Management is about systems and processes. Leadership is about inspiring human beings. Both are vitally important to the success of any organization. Through practical examination, Jimmy demonstrates the necessity of both. In his formative years, Jimmy was told that leadership is lonely business, but he never bought into that idea. "If you're lonely you're not leading," he says. "You're mountain climbing." A leader that does not connect with those they lead will be followed half-heartedly because of position and title. An inspiring leader that develops genuine relationships with those they lead will be followed because they inspire human accomplishment. Are your employees compliant or committed? Jimmy will show you how to achieve commitment.*

10:00 a.m. – 10:15 a.m. **Break**

10:15 a.m. – 11:30 a.m. **2 Breakout Sessions**

**Track A: Champions Use the Whole Roster: Engaging All Stakeholders to Win (Khorassan Ballroom)**

Jesse Olsen

*Over the course of the eight months a championship major league team trains and plays together, EVERYONE must contribute to win the World Series. Gaining approval for a captive formation or expansion is similar: there are a lot of contributors that need to be coordinated to succeed. In this session, we will review how to identify stakeholders, build consensus early, communicate in their language, and proactively message the benefits of a new captive or increasing utilization of an existing one. We will share tips and tricks for engaging the C-suite, risk, brokers, tax, treasury, accounting, legal, claims, safety, and more.*

**Track B: Tax Update, Tax Reform and Changing Ground Rules (Khorassan West)**

Bruce Wright and Gary Bowers

*Bruce Wright and Gary Bowers discuss the most recent events in taxation, including court cases, IRS guidance and the impact of Tax Reform on captive insurance.*

11:30 a.m. – 1:00 p.m. **Lunch Buffet - Home Field Advantage (Khorassan Ballroom)**

John Alberici, Chairman of Alberici Corporation

*What our team has learned from playing in the Captive League for a quarter century.*

1:00 p.m. – 2:15 p.m. **2 Breakout Sessions**

**Track A: Operating in the Aftermath of Avrahami (Khorassan Ballroom)**

Mark Morris, Alan Fine, and Robert Walling

*A discussion of micro captive in light of Avrahami case – Mark Morris and Alan Fine to lead the conversation. IRS update, form 8886.831B*

**Track B: Terrorism Insurance From Captive and Regulator Perspectives (Khorassan West)**

Arthur Koritzinsky and John M. Talley, JD

*As terrorism attacks spread and evolve, the number of captive insurers risk coverage continues to grow. Captive insurers can typically offer broader coverage than is generally available through policies issued by traditional carriers. By using captives to access TRIPRA coverage, organizations can often reduce their net retained risk related to terrorist attacks. This session will address how captives write terrorism insurance, details of the federal terrorism insurance backstop and provide insight on how*

# Program Schedule

*terrorism insurance is viewed by captive regulators.*

2:15 p.m. – 2:30 p.m. **Break**

2:30 p.m. – 3:45 p.m. **2 Breakout Sessions**

**Track A: Actuarial Modeling (Khorassan Ballroom)**

Lee M. Bowron, Solomon Frazier, Lisa Poulin; Introduction by Ken Avery

*Actuarial Modeling best practices regarding captive structure and management.*

**Track B: Captive Insurance and Short Duration Contract Disclosure Requirements (Khorassan West)**

Martha Hayes, Scott Garduno, and Jesse Olsen; Moderated by Rae Brown

*A panel discussion on the background, key provisions and disclosure details of the new GAAP disclosure requirements for short term contracts and the captive insurance company.*

4:00 p.m. – 5:00 p.m. **Happy Hour - Hosted by Taylor-Walker**

5:30 p.m. – 10:00 p.m. **Offsite activity - Cardinals vs Royals Baseball game. Coca-Cola Scoreboard Patio. Sponsored by Pitzer Snodgrass, PC**

## WEDNESDAY – May 23<sup>rd</sup>

8:00 a.m. – 12:00 p.m. **Exhibit Booths Open**

8:00 a.m. – 8:45 a.m. **Breakfast Buffet (Khorassan Ballroom)**

8:45 a.m. – 10:15 a.m. **General Session - Brightest Opportunities in the Captive Industry Version 2 (Khorassan Ballroom)**

Renea Louie, Bob Davidson and Niki Neilon

*This popular session is returning to provide an update and focuses on captive opportunities and why there has been no better time to be part of the captive industry than TODAY. Renea Louie, Niki Neilon and Bob Davidson will focus on opportunities that you, as a captive owner, can utilize to make your captive a more economically efficient part of your risk management program. This session promises to inform and inspire!*

10:15 a.m. – 10:30 a.m. **Break**

10:30 a.m. – 12:00 p.m. **General Session: Regulator Roundup (Khorassan Ballroom)**

Moderator - Ross Elliott

Panelists:

Vince Gosz – Arizona Regulator

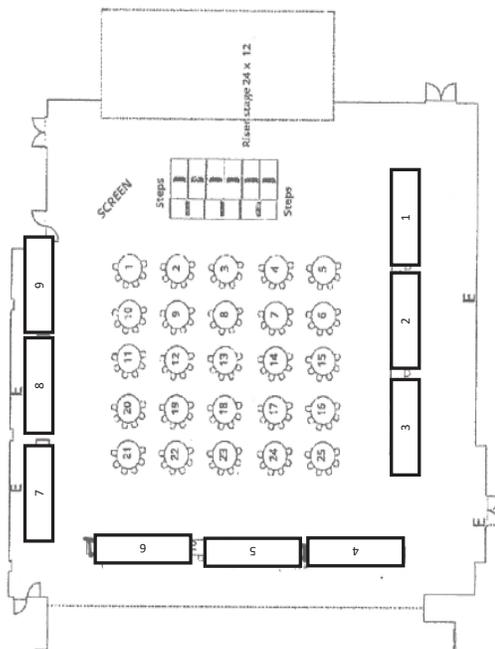
Steve Matthews – Montana Regulator

James A. Mills – Oklahoma Regulator

John M. Talley – Missouri Regulator

Travis K. Wegkamp – Utah Regulator

**SPECIAL NOTE:** Please be courteous to our speakers and turn off your cell phones (or switch to vibrate) and electronic devices during all of the sessions.



- |  |   |
|--|---|
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**DIFP**  
Missouri Department of Insurance,  
Financial Institutions & Professional Registration



# Thank You To Our 2018 Conference Speakers!

KEYNOTE SPEAKER



**Jimmy Blackmon** – Jimmy Blackmon is among the most combat experienced leaders of the modern era. He has led high risk missions all over the world including serving as the air mission commander on the operation that netted #2 and #3 in the famous Iraqi deck of cards. Amazingly, Jimmy also served as the aviation commander during the battles in which four Medals of Honor were earned in Afghanistan – in the very valleys where the attacks of 9-11 were planned and rehearsed. Having achieved impressive results, Jimmy understands how to navigate the complexities of the 21st Century. His ability to develop an organizational strategy, build living systems and processes that enable organizations to thrive with speed and agility in the modern era, and build cohesive teams driven by vision and purpose are unparalleled.

Jimmy's natural storytelling ability bring his experiences alive. From funny, behind the scenes soldier stories to high stakes crisis management in combat, Jimmy shares colorful experiences that are sure to both educate and entertain your audience, but Jimmy is far more than a proven leader and entertaining speaker.

Jimmy holds a Bachelors of Arts in History from North Georgia College, a Master of Science in Education from Old Dominion University and a Masters in National Security Strategy from the National War College in Washington D.C. He is Airborne, Ranger, and Air Assault qualified. Jimmy has earned the Combat Action Badge and is a Master Army Aviator. Some of his awards include the Defense Superior Service Medal, Legion of Merit, four Bronze Star Medals, and four Air Medals. Jimmy is the author of two books, *Southern Roots*, a memoir of growing up in the South, and *PALE HORSE – Hunting Terrorists and Commanding Heroes with the 101st Airborne Division*.

Jimmy concluded his military service in the J5 - Plans and Policy Division on the Joint Staff in Washington, D.C. where he led a select team of Department of Defense strategists as they developed plans, policy and strategic posture for our nation's most complex global problems.

*This Session Sponsored by Larson & Company and Taylor-Walker Consulting*



**John Alberici** – John Alberici is Chairman of Alberici Corporation, ranked as the 34th largest construction entity in the U.S by Engineering News-Record. After graduating from the University of Dayton, he joined the Army and served in Korea. He came home to join the family business, and has been with Alberici Constructors for over 50 years. John is past chair of the Associated General Contractors (AGC) of St. Louis. He is a long time member and past chair of the Risk Management and the Surety committees of the AGC of America. He is a past chair of the Vermont Captive Insurance Association and is a frequent speaker at insurance and construction venues. He has been a member of the Board of Trustees of Saint Louis University and over the span of 25 years chaired their Building and Grounds and the Human Resources Committees. He is also a spokesman for sustainable (Green) construction. His corporate headquarters has received numerous environmental awards including the USGBC's LEED Platinum designation in 2005.



**Gary Bowers, CPA** – Gary Bowers, CPA, is a Tax Partner with Johnson Lambert LLP, an accounting and advisory firm focused on providing audit, tax, and consulting services to insurance entities as well as nonprofits and employee benefit plans. Gary has served the financial services industry for the majority of his over-thirty-year career and has worked extensively with his clients in helping them to plan their tax strategies. He has extensive experience in dealing with corporate tax planning issues, corporate tax compliance, reorganizations and negotiations with the Internal Revenue Service to resolve issues. Gary also has had experience in dealing with the national office of the Internal Revenue Service related to private letter rulings and change in accounting method requests. Gary believes in a proactive approach to taxation matters through a complete understanding of your business and its objective. He regularly speaks on taxation matters and has also authored several articles for the National Underwriter, Captive Review and other industry publications. After earning his B.B.A. degree at the University of Georgia, Gary attended Georgia State University where he earned the equivalent of a Masters in Taxation.



**Lee Bowron** – Lee Bowron's practice focuses on extended warranty and captive insurance. Lee has been in the insurance industry since 1990 and has been a consultant since 2001. Previously, he was the Chief Actuary for The General auto insurance. As a child, Lee was fired from the Romper Room TV show and got to meet Bear Bryant. Things have gotten more boring as an adult. Lee is an Associate of the Casualty Actuarial Society and a Member of the American Academy of Actuaries. He lives with his wife Molly, 3 children, 3 dogs and a bearded dragon in Birmingham, Alabama.



**Bob Davidson** – Managing Director of Captive Consulting and Underwriting for ICG Captive Services, LLC. Bob has worked in insurance and risk management for the past 36 years after graduating from Vanderbilt University. Since 2002, he has worked extensively with captives and companies seeking to create their own captive insurance company. His career has included affiliations with firms including Johnson & Higgins, Marsh and Arthur J. Gallagher. Today he serves over eighty captive insurance companies providing risk management expertise. Bob holds the Certified Insurance Counselor, Charter Property Casualty Underwriter, and Certified Risk Manager designations.

# Thank You to our 2018 Conference Speakers!



**Alan Fine, CPA, JD** – Alan is the Partner in Charge of Brown Smith Wallace’s Insurance Advisory Services practice, where he specializes in the taxation of insurance companies and captives. Alan has over 24 years of tax experience, working closely with insurance companies for 22 years. He specializes in consulting and compliance tax services and navigating the tax issues associated with forming captive insurance companies, as well as representing clients in controversy work with the Internal Revenue Service.



**Solomon Frazier, FSA, ACAS, MAAA** – Solomon Frazier has worked as a Consulting Actuary for Taylor-Walker Consulting and for its predecessor company since January 2010. Mr. Frazier is a Fellow of the Society of Actuaries (FSA) and an Associate of the Casualty Actuarial Society (ACAS). As a credentialed actuary in both the Society of Actuaries and the Casualty Actuarial Society, Mr. Frazier works on a wide array of projects in the life, accident and health, and property and casualty insurance arenas. Mr. Frazier is experienced in conducting feasibility analyses, loss and loss adjustment expense reserve studies, ratemaking analyses, regulatory examinations, and application reviews for both traditional and captive insurance companies (including risk retention groups). Mr. Frazier graduated Cum Laude with a Bachelor of Science degree in Mathematics from the University of Utah. He resides in Salt Lake City with his wife and two daughters and enjoys going to the gym and playing with his daughters in his spare time.



**Scott S. Garduno, FSA, MAAA** – Scott Garduno is the Managing Member of Taylor-Walker Consulting, LLC. Mr. Garduno was first employed by Taylor-Walker in November 2006, working his way from Actuarial Analyst to Senior Consulting Actuary. Previously, Scott worked as an Actuarial Analyst for Milliman, Inc. for three years. Mr. Garduno provides a variety of accident and health, life, and property and casualty actuarial consulting services to regulatory and industry clients, including numerous captive insurance companies and risk retention groups. He is experienced in conducting reserve studies, and in performing independent examinations of booked actuarial reserves. His expertise is in conducting reserving analyses for health maintenance organizations, Blue Cross Blue Shield companies, and self-insured plans.



**Dustin Gary** – Dustin Gary is a credentialed property and casualty actuary with over 20 years of experience. He is President and founding member of Centric Actuarial Solutions, an actuarial consulting firm based in Overland Park, Kansas. Mr. Gary specializes in providing actuarial services to organizations that retain risk through self-insurance, large deductibles, or captive insurance companies, including many captives in Missouri and Utah. His specialty is workers’ compensation insurance and he has worked with clients across various industries and jurisdictions. Mr. Gary’s ability to translate more complex actuarial concepts to a language risk and finance professionals can understand has resulted in several speaking engagements within the risk management community, including the California Workers’ Compensation and Risk Conference, Kansas Self Insurance Association, Foodservice Industry Risk Management Association, and the National Restaurant Association. He is also a former speaker at the Western Region Captive Insurance Conference.



**Vince Gosz** – Mr. Gosz joined the Arizona Department of Insurance as the Chief Captive Analyst in March 2013. Prior to joining the Department, he held key financial roles in the insurance industry, including several years with a multi-line property and casualty insurer and a medical professional liability insurer, was an auditor with Deloitte & Touche and served four honorable years in the United States Air Force. Vincent holds a Bachelor’s degree in accounting from Cal State - San Bernardino and a MBA from Keller Graduate School. Vincent has been a Certified Public Accountant since 1995.



**Benjamin L. Gould, Esq.** – Benjamin L. Gould, Esq. is a director with the Burlington, Vermont-based law firm of Paul Frank + Collins P.C. Ben represents Vermont and Missouri captive insurance companies and risk retention groups, specializing in corporate transactions and matters of ongoing regulatory compliance. Ben also provides advice on coverage determinations to risk retention groups and other non-traditional liability insurers. Ben’s captive insurance clients range from large companies owned by publicly-traded corporations with international operations, including numerous Fortune 500 companies, to small companies owned by privately-held, family-run businesses. Ben’s clients reflect a wide range of market sectors, including health care, construction, retail, manufacturing, finance, education, and quasi-governmental. Ben received his J.D. from Harvard Law School (cum laude) in 2008, where he served as a senior editor for the Harvard Journal of Law & Public Policy, and his B.A. from Brown University (magna cum laude) in 2002.



**Martha Hayes, CPA, Audit Partner** – Martha joined Larson & Company in 1995 and has specialized in coordinating, completing and reviewing audit fieldwork specifically for insurance entities for 20 years. Her experience also extends to preparing and filing quarterly and annual statements, and preparing and reviewing tax returns and provisions. This experience results in an in-depth knowledge and understanding of the accounting and reporting issues faced by her clients allowing her to regularly field questions related to the recording of complicated transactions and providing the necessary guidance to ensure proper accounting treatment. As Quality Control Partner for Larson & Company, she leads the firm in her technical expertise. Her accounting acumen is demonstrated by the fact that she received the second highest score on the CPA exam in the State of Utah when she sat for the exam. She is well versed in all the relevant accounting and auditing standards and regulation as specified by the AICPA, NAIC, FASB, and GASB.

# Thank You to our 2018 Conference Speakers!



**Arthur Koritzinsky** – Arthur Koritzinsky is a Managing Director in Marsh’s Captive Solutions Group. Located in Norwalk, CT, Mr. Koritzinsky is the leader of the Americas Captive Advisory practice. He assists clients with the organization of single parent and association captives, as well as risk retention groups and is a frequent speaker at industry seminars. His team is also responsible for maintaining best practices and standards, training of Marsh colleagues involved with captive projects and strategic planning for existing captives. In 2012, Mr. Koritzinsky placed 8th on Captive Review’s Power 50 list, which ranks the most influential people in the captive industry and was recently named to the publication’s Hall of Fame.



**Renea Louie** – Renea serves as Vice President for Pro Group Captive Management Services. She has 29 years’ experience in senior management, IT, marketing and administration. Mrs. Louie has many years of experience in feasibility, formation, licensing, and ongoing captive management for all forms and types of captives. Over the years she has moderated or been a panelist at many forums in the country on various captive topics important to the industry. Renea serves as a Board member of the Captive Insurance Companies Association (CICA) and is a member of and/or serves on several other industry boards and committees including the ICCIE, RIMS, Nevada Captive Insurance Association, Utah Captive Insurance Association, Vermont Captive Insurance Association, Tennessee Captive Insurance Association, Western Regional Association and others. She is responsible for the day to day operations of Pro Group Management Inc., PGM Safety Services LLC and Pro Group Captive Management Services Inc. Mrs. Louie is based at the Corporate Headquarters in Carson City, Nevada.



**Steve Matthews** – 2005 to Present: Chief Financial Examiner and Captive Insurance Coordinator with the Office of the Commissioner of Securities and Insurance, Montana State Auditor. As Chief Financial Examiner, Steve is responsible for the financial regulation of both captive and traditional insurance companies. Montana is currently home to more than 150 captive insurance companies, including 17 risk retention groups. 1996 – 2005: Financial analyst and Director of Regulatory Compliance for the Alternative Risk Transfer Division of the South Carolina Department of Insurance. In total, Steve has been involved in the state regulation of insurance companies for more than 14 years. Steve also serves on the RRG Task Force of the National Association of Insurance Commissioners (NAIC).



**James Mills** – A native Oklahoman, James Mills is the Chief of Staff and Chief Deputy Commissioner for the Oklahoma Insurance Department, where he also serves as the Director of Captive Insurance. James is a graduate of the University of Oklahoma College of Law, where he was named a Comfort Scholar. In addition to earning his Juris Doctor from OU, he received his Master of Business Administration from OU’s Price College of Business, completing concentrations in corporate finance, risk management, and investment management. He began working with Insurance Commissioner John Doak in 2010 and has been involved in a broad range of insurance issues including health insurance reform, workers’ compensation reform, captive insurance, and the rehabilitation and liquidation of insolvent insurers. James engages with numerous national associations to address emerging insurance issues, and resides with his family in Tulsa, Oklahoma.



**Mark E. Morris, CPA, CPCU, ARM** – Mark works with Lockton’s clients to structure insurance programs on the most efficient economic basis by reviewing the tax, cash flow, collateral, and accounting considerations. Prior to joining Lockton, Mark worked in public accounting and taxation. His responsibilities include reviewing available risk transfer and risk financing mechanisms to meet the clients’ economic, financial, and operational objectives. Mark also leads Lockton’s Accounting and Tax Practice Group and works in the captive practice group to assist clients in understanding the tax and accounting impact of various alternative risk program structures. Mark has been at Lockton since 2001.



**Nicola Neilon, CPA** – Nicola (Niki) Neilon is a shareholder in the public accounting firm of Casey Neilon, Inc. Niki has worked with insurance entities since starting her public accounting career in 1997, and began working with her first captive clients in 2003. Currently, Niki works with over twenty five captives, including risk retention groups, five self insured associations and two state insurance funds. Casey Neilon, Inc. is authorized to provide auditing services to captives in multiple onshore and offshore domiciles. Niki serves on the Nevada State Board of Accountancy and is a Regional Director for the National Association of State Boards of Accountancy.



**Jesse Olsen** – Jesse joined SRS in September 2017 with 12 years of experience in captive consulting and implementation, risk financing, and actuarial analysis. Jesse was most recently the Practice Leader of Lockton Texas’s Specialty Risk Services, overseeing multiple teams delivering captive consulting, credit & collateral negotiation, actuarial & data analytics, and risk control & claims services. Prior to that he was part of the Risk Finance Practice Group in Lockton’s central services. Jesse began his career in investment banking on Wall Street, working in the Fixed Income Division of Lehman Brothers. Jesse has experience with captive programs for primarily single parent firms and cell captives, as well as risk retention groups and group captives. His captive domicile experience includes Bermuda, Cayman, Missouri, Texas, and Vermont, but also consists of multiple engagements involving approximately ten other domiciles.

# Thank You to our 2018 Conference Speakers!



**Lisa M. Poulin, ACI** – Lisa has over 25 years of experience as an actuarial analyst with Milliman. Her experience covers a wide variety of property and casualty work, including loss reserving, ratemaking, and financial modeling. Lisa specializes in alternative market issues. She assists numerous clients with the formation and ongoing actuarial needs of captive insurers and risk retention groups. She also assists various captive insurance departments with the review of captive applications and financial examinations of risk retention groups. Lisa is an Associate of Captive Insurance. She is a former Director of the Arizona Captive Insurance Association Board of Directors. She is the past Chair of the Vermont Captive Insurance Association Membership Committee and past Chair of the Vermont Captive Insurance Association Communications Committee.



**Peter Rapciewicz** – Peter Rapciewicz is a Senior Vice President with the Risk Finance Practice of Lockton Companies. His current role as a Risk Finance Consultant is to provide strategic client consultation. His responsibilities include providing alternative collateral, captive and alternative risk consulting to clients across the country. Peter joined Lockton almost 4 years ago from AIG where he spent the previous 13 years in various casualty underwriting related positions. His previous role at AIG was Vice President of the Alternative Risk Division within AIG Casualty. He has delivered educational sessions at various industry events such as CICA 2010 & 2011, VCIA 2010, Captive Live 2011 (Chicago), Hawaii Captive Insurance Conference 2011, Bermuda Captive Conference 2012, IMAC 2013 Cayman Captive Forum.



**John M. Talley, J.D.** – John M. Talley, J.D., is the captive program manager for the Missouri Department of Insurance, Financial Institutions & Professional Registration. John is responsible for overseeing Missouri's captive domicile and assisting those who desire to form captives in Missouri to meet all the requirements of captive laws and regulations. Prior to coming to Missouri, John was the Chief of the Office of Captive Insurance for the New Jersey Department of Banking and Insurance. Prior to New Jersey, he worked for the insurance departments of New Hampshire and Alaska. John received his B.S. and J.D. degrees from the University of Kansas and is admitted to practice law in Kansas, Alaska and New Hampshire. After several years in corporate and private practice, John accumulated over 25 years of experience in the insurance regulatory matters, with extensive knowledge in property and casualty, life and health and surplus lines insurance.



**Robert Walling** – Robert Walling is a Principal and Consulting Actuary with Pinnacle Actuarial Resources, Inc. and has been in the insurance industry since 1989, consulting since 1997. He is focused on actuarial studies for captives and self-insureds, enterprise risk management (ERM), commercial lines ratemaking and loss reserving, legislative costing, regulatory consulting and litigation support. He currently serves as a member of the CAS Board of Directors and has been named one of Captive Review's Captive Power 50. He has served on numerous CAS and AAA committees, task forces and working groups, several as the chair. He is also a member of the faculty of the International Center for Captive Insurance Education (ICCIE). Mr. Walling is a frequent speaker at industry meetings on captives and alternative markets, ERM, insurance regulatory issues, medical professional liability and government insurance program topics, predictive analytics and professionalism.



**Travis K. Wegkamp** – Travis K. Wegkamp was named Utah Director of Captive Insurance on August 15, 2016 by Insurance Commissioner Todd E. Kiser. Prior to his appointment as Director, Travis served as Assistant Director of Captive Insurance and as Financial Examiner. Before that, he joined the Utah Captive Insurance Division in May of 2011. Travis was an Audit Assurance Associate for McGladrey and Pullen in Las Vegas before his move and transition to captive insurance in Utah. Travis is a native of Utah, growing up in beautiful southwestern Utah in the city of St. George. He graduated with an Associates of Business degree from Dixie State College, before moving on to Southern Utah University (SUU) in Cedar City, Utah where he obtained a Bachelors degree with an emphasis in accounting and then finally receiving his Masters of Accountancy degree from SUU as well.



**Bruce Wright** – P. BRUCE WRIGHT is a partner at Eversheds Sutherland (US) LLP, and is involved in tax and insurance regulatory issues including representation of P&C insurers, formation of captives, RRGs, creation of various alternative risk mechanisms, formation of commercial offshore privately and publicly held entities and the development of structured financial products. Mr. Wright also holds the CPCU designation and speaks regularly at captive industry conferences. Mr. Wright has earned multiple awards including: Distinguished Service Award, CICA (2016), Top 10 2011-2016 in Captive Review magazine's "Power 50," Captive Review Hall of Fame (2016), Industry Service Award, VCIA (2015), U.S. Captive Outstanding Contribution Award, Captive Review (2012), Distinguished Benefactor, Nevada Captive Insurance Association (2011).



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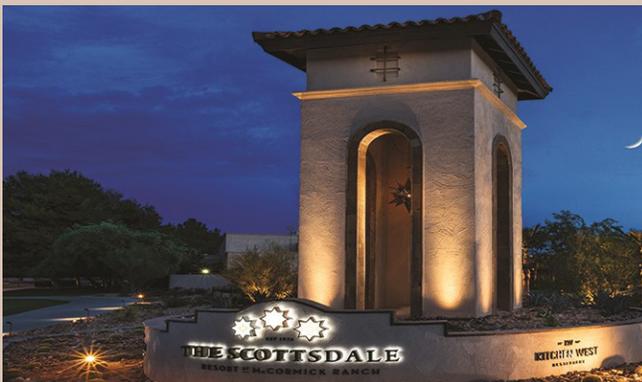
# SAVE THE DATE!

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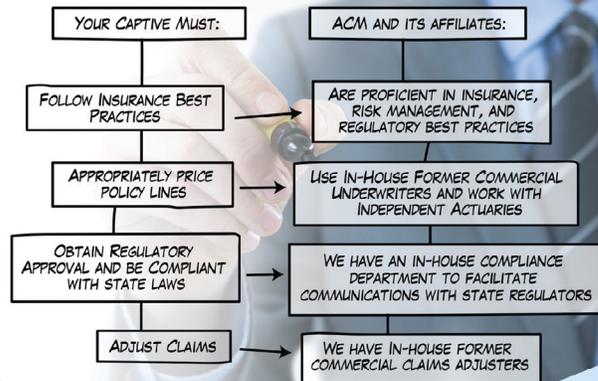
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Taylor-Walker Consulting, LLC provides a full range of actuarial and regulatory consulting services for captive management firms, captive insurance companies, risk retention groups, and legal firms. Our

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Marsh's Captive Solutions practice provides captive advisory, management, and actuarial solutions to almost 1300 single-parent and group captives and risk pooling programs worldwide. For almost 40 years, Marsh has helped organizations achieve their financial and strategic objectives using innovative solutions. With offices in each of the world's major captive domiciles and a wide spectrum of industry expertise, Marsh is able to provide a holistic approach to the structure, implementation and ongoing management of your captive.

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## **EXHIBITORS**



## **Arizona Department of Insurance/AZCIA**

Exhibitor – Booth #5

Captive Insurers are an important alternative to traditional insurance. They enable businesses to meet their needs in a manner more responsive to their financial objectives.

Arizona is a proven and active captive domicile with a well-established group of captive service providers and managers, and over 110 licensed captives and captive RRGs.

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**Captive Division • Arizona Department of Insurance**  
**2910 N. 44th Street, Suite 210 • Phoenix, AZ 85018**  
**(602) 364-4490 • [captive@azinsurance.gov](mailto:captive@azinsurance.gov)**  
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or

**AZCIA - Suzanne Lanctot**  
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**(480) 289-5761 • [admin@azcia.org](mailto:admin@azcia.org) • [www.azcia.org](http://www.azcia.org)**



## **Brown Smith Wallace** Exhibitor – Booth #3

Brown Smith Wallace is a St. Louis-based top 100 full-service public accounting and business advisory firm. Ranked by A.M. Best as one of the top national insurance industry audit firms, we offer comprehensive tax, insurance and audit services for captives. Our integrated approach includes ongoing operational reviews, tax consulting and regulatory audits.

**Alan J. Fine, CPA, JD**  
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Comerica Bank provides banking services to captives including letters of credit, custody, Regulation 114 Trusts, asset and treasury management. Comerica is one of the leading banks servicing the captive insurance industry, is active in all major domiciles, is highly rated and NAIC-approved.

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## Milliman, Inc.

Exhibitor – Booth #4

Milliman is among the largest actuarial and management consulting firms in the United States. Milliman provides independent consulting services for property and casualty, life, health, pension, and related employee benefits. Milliman also provides a broad spectrum of services for captive insurers. We provide consulting services in the areas of loss and expense liabilities, risk retention alternatives, pricing and funding, and financial modeling.

### Lisa Poulin

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## Missouri Department of Insurance/MOCIA

Exhibitor – Booth #9

Missouri's business friendly climate and prime location as the most centrally located captive domicile in the U.S. have driven our rapid rise to a \$3.5 billion-dollar industry. Our laws allow for most popular formation types without the need for extended travel and wasted time. Our dedicated team ensures the licensing and ongoing regulatory process is efficient and effective. We approach each captive individually to allow for innovation and success. As an added benefit, all fees are deductible from premium tax— another reason captives of all types and sizes call Missouri home.

### John M. Talley, JD • Missouri Department of Insurance

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[www.insurance.mo.gov/captive](http://www.insurance.mo.gov/captive)



## Strategic Risk Solutions

Exhibitor – Booth #6

Strategic Risk Solutions (SRS) is an independently owned captive management and consulting firm. The company is an approved manager of captive insurance companies in most leading U.S. and international captive domiciles. We provide captive management, feasibility, and strategic advisory services to existing and prospective captives. Strategic Risk Solutions is the world's largest independently owned captive manager and the fourth largest captive manager overall.

### Ann Wick - President

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## UCIA

Exhibitor – Booth #1

The purposes of the Utah Captive Insurance Association are to:

- Speak as a strong and common voice for industry issues,
- Serve as an educated and experienced resource center for members and interested parties, and
- Develop the captive insurance industry in the State of Utah through education and outreach.

We are affiliated with the Western Region Captive Insurance Conference and the Captive Association Leadership Council, which further strengthen our resources and our ability to collaborate both regionally and nationally. As the captive insurance industry has expanded rapidly in Utah, we are pleased to represent and serve the needs of our members.

### Monique Avery • Executive Director

(801) 419-2919 • [uca@utahcaptive.com](mailto:uca@utahcaptive.com)

[www.utahcaptive.com](http://www.utahcaptive.com)

# About Your Conference Hosts



**About WRCIC:** The Western Region Captive Insurance Conference, LLC (WRCIC) is a Limited Liability Corporation linking the Arizona, Missouri and Utah captive insurance associations together to jointly host an annual industry conference. The WRCIC, formed in 2017, consists of 2 board members from each state association whose sole purpose is to provide a quality annual industry conference. It is their vision to continue to grow this conference to attract additional state domiciles and become THE premier Captive Insurance conference in the West.



**About UCIA:** The Utah Captive Insurance Association is a not-for-profit Association. The Association seeks to promote all alternative market mechanisms and services both in the United States and internationally and to increase the visibility of Utah as a center and domicile for alternative risk financing entities, activities and facilities.

The objective of the Association is to provide information and education to Association members and others interested in the concept of alternative risk financing for existing risks not adequately served by the commercial insurance industry.

According to the provisions of the Utah Insurance Code, and understanding the authority granted under the Utah Captive Law, it is clear that the regulation of captives in Utah will permit the organization and operation of captive entities and alternative risk transfer options, and will provide a business-like common sense approach to any and all parties requesting approval of a formal facility to manage the risks of business owners, individually or as a group. The flexibility and responsiveness of the Utah Captive regulators will be friendly and thorough after reasonable and professional considerations. [www.utahcaptive.com](http://www.utahcaptive.com)



**About MOCIA:** represents the captive insurance companies domiciled in Missouri, the service providers supporting the MO captive industry, and those parties wishing to learn more about the captive concept. Our goal is to serve as the center for information distribution, education and networking for all parties interested in the Missouri captive insurance industry.

We formed the association in 2010 through a nucleus of persons and firms already highly involved in and experienced with the captive marketplace. When Missouri legislation was passed authorizing domestication in our great state, we recognized the need to partner with the Missouri Captive Department to promote and support this new state law.

We welcome all involved parties in joining us to advance the benefits and advantages of captives. We can help businesses reduce costs while creating jobs and revenue for Missouri citizens. Missouri promises to maintain a progressive attitude toward the formation, licensing, and regulation of captive companies. Mandated requirements are minimal and each application is treated individually. Our association will work with interested parties, affiliated service suppliers and regulators to assure the efficiency of formation and the ease of maintenance for all Missouri captives.

Missouri has continued to enhance its original captive legislation. Currently, 6 different types of captive structures are allowed. Also the ease of re-domesticating your captive to MO has been improved. Missouri ranks in the top 5 worldwide domiciles in total captive premium written annually. And the average captive premium size is #1 for all domiciles. [www.mocaptive.com](http://www.mocaptive.com)



**About AzCIA:** The mission of the Arizona Captive Insurance Association (AZCIA) is to support, promote, foster and market Arizona as an attractive and competitive captive insurance domicile by providing education and networking opportunities for those who operate within the captive insurance industry.

To this end, the AzCIA has consistently maintained a viable relationship with the Department of Insurance in Arizona. We assist with growth promoting legislation and provide marketing resources as needed for the domicile. In addition, the Association is actively engaged in communications about changes in our industry including those that affect the various types and sizes of captives forming nationwide and their respective regulation.

For those who want to be a part of this evolving process, engage others in your profession, and shape the future of the captive industry in Arizona, the AzCIA is for you. [www.azcia.org](http://www.azcia.org)