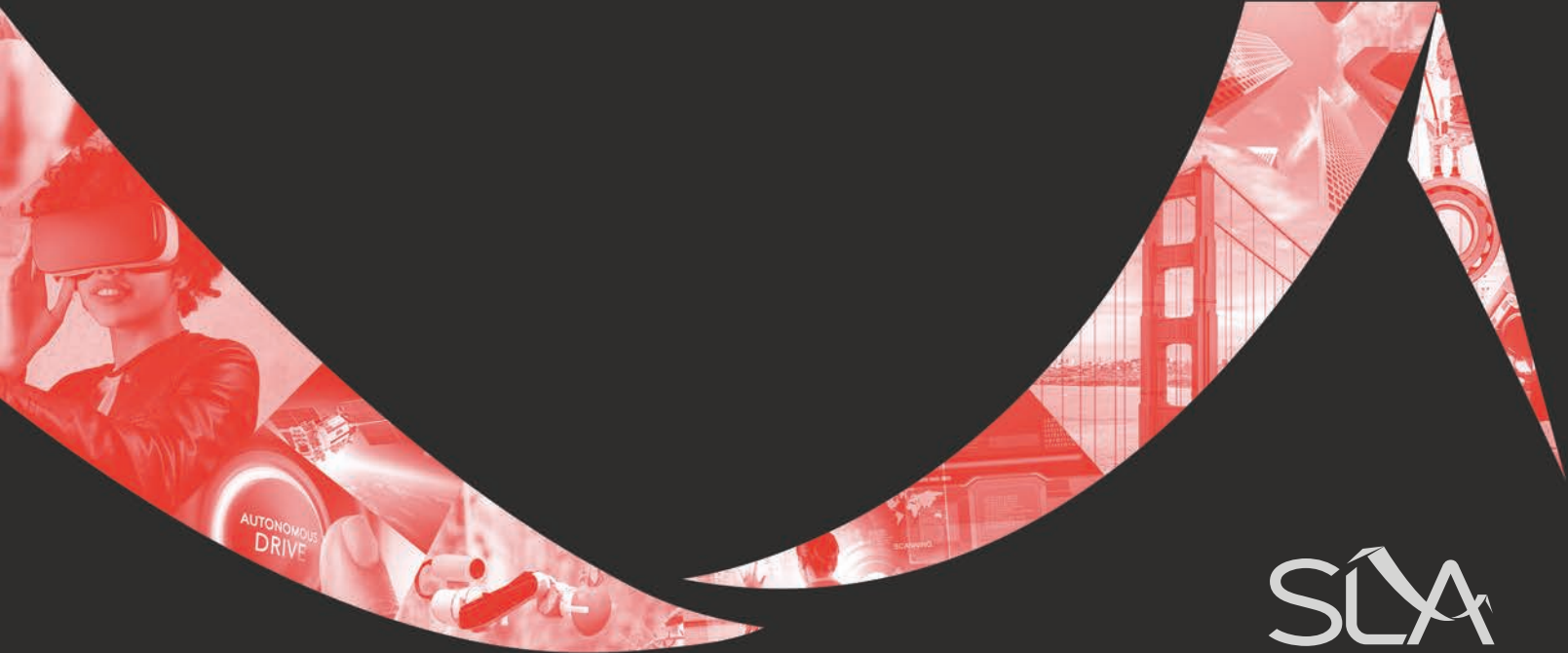
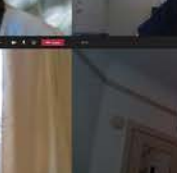


# ANNUAL REPORT

2020



**SLA**  
CALIFORNIA



#TOGETHERATHOME

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- 4 Message from the Chair
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# MISSION STATEMENT

Our mission is to ensure that a responsive and lawful surplus line insurance market is maintained in California. Our measures of success in this respect are that the consumer is protected, the needs of the regulators are well-served, and unlawful activities are curtailed. Through a professional and committed organization, utilizing state of the art technology and a challenging work environment, we respond to the needs of the California consumer, our membership, and appropriate public agencies. We provide education, processing, evaluation, and dissemination of surplus line data and information to help ensure the financial integrity and stability of the surplus line market.

# VISION STATEMENT

The SLA's vision is to be a modern, credible leader in the surplus lines industry. This vision will be achieved through continuous focus on competence, expertise, service, and innovation. In keeping with its prescribed purposes and powers, the SLA will function as an *ally to the public*, a *resource to the industry*, an *asset to its members*, and a *great place to work* for its employees.

# MESSAGE FROM THE CHAIR



**“Being a modern,  
credible leader  
means always  
being prepared.”**

*Terri Moran*

Despite COVID-19, the SLA thrived in 2020 and is well-positioned to build on its successes.

Being a modern, credible leader means being prepared. In recent years, the SLA built capacity for all employees to telecommute, anticipating power shutoffs due to wildfire threats. When COVID hit, the SLA kept working for members, the CDI and California consumers with minimal disruptions.

The SLA also shifted seamlessly from in-person continuing education courses to live webinars when COVID hit. The webinars have drawn up to 500 attendees—more than twice what the SLA typically gets for in-person CE courses.

And foreseeing a possible economic downturn, the board sought to build reserves, eliminate bad debt, and hold the line on expenses. Accordingly, the SLA Board of Directors in 2019 raised the stamping fee, paid off our \$1.7 million construction loan, took action to pay off our frozen pension in 2021, and approved a “no increase” budget for 2021.

The combination of shoring up our ship and the continued growth of the surplus lines market has put the SLA in a very strong position. Our ability to pivot in the face of the unexpected has served us well. That is what our industry does: we respond to opportunities and uncertainty.

Terri Moran

## MESSAGE FROM THE CEO

Everyone would agree that 2020 was a very tumultuous year. Between the COVID-19 pandemic, the unprecedented wildfire season, and a level of civil unrest reminiscent of the 1960s, 2020 presented a long list of challenges.

We considered 2020 to be “Year Zero” for the SLA—a year to focus on our core competencies as outlined in our plan of operation. In 2020, we revamped our online filing system, vastly expanded the scope of our digital communications capabilities and educational offerings, continued to build relationships with key decision-makers, and kept working to give ourselves the credibility (sometimes called “soft power”) to foster a healthy, fair and competitive surplus lines marketplace in California.

Additionally, at the behest of our board and our visionary chairwoman, Terri Moran, we focused a lot of attention on the health and wellness of our staff, who make all of our service to members and consumers possible.

Going forward, we are now ready to move forward on our major goals: a continued focus on employee health and wellness; helping our members achieve 100% compliance; and providing value to members through our new Member Value Program (MVP). We had a very successful 2020, and we look forward to a great 2021.

Benjamin J. McKay, J.D., M.P.A.



**“We focused a lot of attention on the health and wellness of our staff.”**

*Benjamin J. McKay*

# 89

**SSRs**

Security summary reports of LASLI (List of Approved Surplus Line Insurers) companies completed

# 854

**ADVANCED TRAININGS**

Combined team hours of advanced technical training completed in 2020

# +1

**LASLI MARKETS**

New companies added to the LASLI in 2020

# 128

**LASLI COMPANIES**

Total companies on the LASLI as of 12/31/2020

# FOSTERING A HEALTHY, FAIR AND COMPETITIVE MARKETPLACE <<

The SLA's Public Affairs Department is one of the keystones of fulfilling the SLA's mission of fostering a healthy, fair and competitive surplus lines insurance marketplace in California. In 2020, Public Affairs continued to build and foster relationships with legislators, regulators and their staff members, helping ensure that the SLA played a key role in ensuring that well-functioning market for California consumers.

The key achievement for Public Affairs in 2020 was ensuring that the surplus lines sector could take part in a new clearinghouse program being developed by the California FAIR Plan Association. The FAIR (Fair Access to Insurance Requirements) Plan Association is the insurer of last resort for property owners who cannot access insurance through the admitted or surplus line insurance marketplaces and must insure all qualified applicants.

Working with the FAIR Plan and legislative staff, the SLA secured an amendment to Assembly Bill 3012 that would allow surplus lines to participate in the clearinghouse once a mechanism is developed to ensure that admitted carriers would get the first opportunity to write the business, as California law requires.

The Financial Analysis Department in 2020 added a number of tools to provide greater clarity to its analysis and help enhance its role in fostering a healthy, fair and competitive surplus lines marketplace in California.

Among the added features were new tools to more effectively and efficiently monitor the market, as well as a compliance estimator tool for companies on the List of Approved Surplus Line Insurers (LASLI), to quickly identify compliance issues that need to be addressed. The department also revisited the SLA's gap placement review process, and created an analytical tool to measure potential impacts of pandemic related market fluctuations and track underwriting losses.

Additionally, FA assigned staff members to follow committees of the National Association of Insurance Commissioners (NAIC) and monitor decisions of those committees that will impact the industry.

Through its ongoing growth and evolution, the Financial Analysis Department continues to serve the vital cause of helping ensure a well-functioning surplus lines marketplace for members and consumers.

# CONTINUING EDUCATION DURING THE PANDEMIC <<

In 2020, in the midst of the pandemic, the SLA safely presented its first ever livestream continuing education (CE) course.

Two SLA departments partnered to produce live webinars and on-demand courses, to continue making available one of the most vital services the SLA provides for its members. With large group meetings shut down due to the potential for spreading the virus, getting those courses out via high-quality webinars and on-demand videos took center stage.

Both the Education and Compliance Department and Digital Communications Department had been working on such a project, to be the centerpiece of the SLA's new online Learning Center, but the onset of the pandemic kicked those efforts into high gear. With in-person meetings no longer possible, live webinars and on-demand online courses became the only vehicles for ensuring members could get their CE credits through the SLA.

The live webinars have been a hit with members. Not only did the online presence enable them to continue taking CE courses through the SLA free of charge during the pandemic, but the added convenience has

caused attendance to skyrocket. For many years, members living outside San Francisco and Los Angeles had noted the difficulties of taking time off to go downtown for classes, which could amount to an entire day's missed work. While the SLA had begun holding classes in other locations, the ability to take courses online has proven very popular. The SLA's online CE webinars are drawing up to 500 attendees—more than twice the high-water mark for its in-person courses.

In all, the SLA streamed seven live webinars in four months and added two on-demand courses to the Learning Center, providing credit to more than 2,000 California licensees.

Education and Compliance in 2020 also created an updated two-hour training program, required by law for members, implemented a licensing reminder and assistance program, updated over 1,000 broker records, and developed an electronic process for welcoming new members to the SLA.

Digital Communications supports the entire SLA team by providing high-quality video and the production services needed for streaming live courses and association meetings online.



Total amount of available CE credits offered in 2020: Live, Regional, On-Demand, and Streaming

**34**

**CE CREDIT HOURS**

Live streaming courses delivered via Zoom during pandemic to help members with licensing requirements

**7**

**STREAMING COURSES**

Total amount of brokers who attended a live, regional, streaming, or on-demand CE course

**2583**

**ATTENDEES**

Total amount of CE certificates issued to licensed California surplus lines brokers in 2020

**1947**

**CERTIFICATES**

# THE RIGHT PEOPLE <<



**Pat McAuley**  
SVP  
Edu. and Compliance



**Susan Bryant**  
SVP  
Financial Analysis



**Jo Ann Del Gatto**  
VP  
Edu. and Compliance



**Glenn Leung**  
VP  
Financial Analysis



**Vani Ganti**  
VP  
Technology



**Jody Black**  
VP  
Data Analysis



**David Kodama, Jr.**  
EVP



**Joy Erven**  
COO

Not only was 2020 a year of challenges, but it was also a year of change at the SLA. In 2020, the SLA said goodbye to two longtime senior leaders. Pat McAuley, the senior vice president for Education and Compliance, retired after 26 years in various roles at the association. Susan Bryant, the senior vice president for Financial Analysis, also retired after coming to the SLA late in her career.

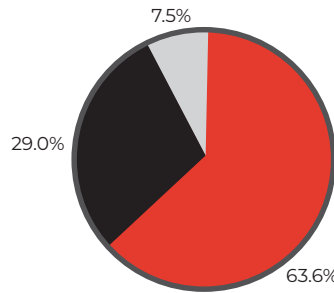
It is difficult to lose such seasoned, accomplished leaders. However, several new leaders have risen to fill those roles. Jo Ann Del Gatto has taken over as vice president for Education and Compliance, and in her first year, she spearheaded the move to live webinars for continuing education courses. Glenn Leung, a longtime SLA employee, took the helm in Financial Analysis as the new vice president, and has continued to ably steer that ship after Susan's retirement.

Additionally, the SLA promoted Vani Ganti as the new vice president for Technology, and added her and Jody Black, vice president for Data Analysis, to the Senior Staff. Also, the SLA created the new position of executive vice president and brought in David Kodama to oversee the operations of those two departments as well as Digital Communications. The SLA's longtime chief operating officer, Joy Erven, also took on two new roles as the SLA's chief culture officer and director of member services.

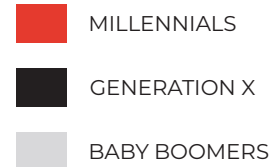
The one constant in life is change, and the SLA continued to meet its challenges in a year in which change was constant.

# 107

## EMPLOYEES

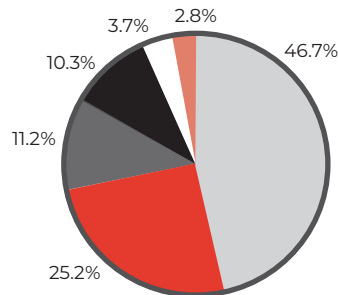


### GENERATION



# 2.9%

## GROWTH RATE

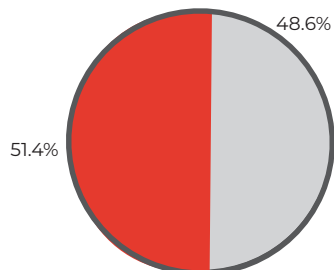


### ETHNICITY

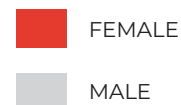


# 6 YEARS

## AVERAGE TENURE



### GENDER



# TOGETHER AT HOME<<

## PREPARED FOR THE NEW NORMAL

On March 16, 2020, the SLA shut down its offices, as did thousands of other businesses. While many of them were scrambling, the SLA resumed operations on March 17 without missing a beat.

The SLA was ready, in no small part, because its largest department—the Data Analysis Department—had already pioneered an extensive telecommuting program.

The rapid growth of the industry required Data Analysis to hire more analysts, and the SLA quickly exhausted its office space. The department implemented a telecommuting/desk-sharing program. Because its processes, procedures and necessary technological infrastructure were already in place, when the SLA had to shut down its offices, the DA Department was ready to go.

And the results are clear: In Fiscal Year 2020, DA registered about 750,000 policies representing approximately \$11 billion in registered premium. But DA did more than just analyze policies.

In 2020, the department also engaged in numerous projects, including a high-premium NAICS code cleanup and NAICS backfill, a master policy certificate report, streamlining change requests, and tracking policies with virus exclusions to help SLA analysts gain an understanding of how businesses are affected by pandemic-related shutdowns.

The Technology Department also went above and beyond, helping to provide the critical infrastructure and support, not just for Data Analysis, but for the entire SLA team. In 2020, the Technology team met the challenge of troubleshooting all tech problems on a remote basis and kept the SLA functioning technologically with a minimum of disruptions.

In all, Technology successfully implemented 27 projects (including enhancements to SLIP and the website) and fulfilled 581 help-desk requests, while coming in \$100,000 under budget and providing service to both members and SLA staff.





# ACCOMPLISHING OUR MISSION <<

In Spring 2020, the SLA implemented its new data analytics system using Tableau software as its reporting and analytics platform. The new software replaced metrics and reports built on cumbersome technology with new, flexible, parameter-driven reports. While this may not be inherently obvious, since Tableau is producing the SLA's website industry reports behind the scenes, it is generating the reports more quickly, and it gives the SLA the ability to change dimensions and parameters at will, providing a more "customizable" experience for users.

Later this year, SLA members will be able to view reports directly through Tableau on the website and be able to modify parameters, like dates and coverages. Eventually brokers will be able to log in through the SLIP portal to get California filing analytics specific to their brokerages.

While there are many obvious benefits to using analytics tools to evaluate and improve a business, the SLA already has seen some of these benefits streamline its Data Analysis Department's filing operations. This has allowed the SLA to maintain its average filing turnaround time of eight days or fewer, while

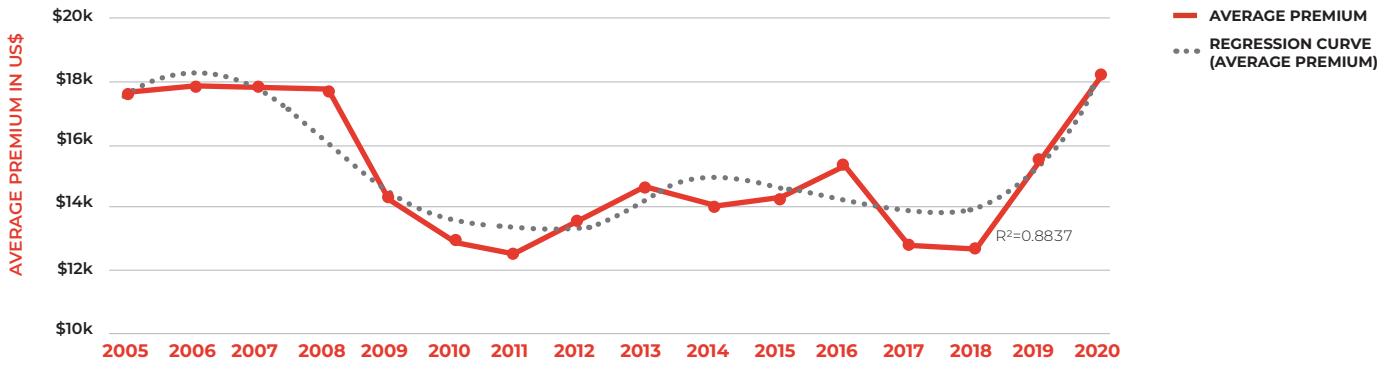
seeing a nearly a 10% increase in incoming policies—all while keeping staffing numbers flat.

Additionally, Tableau was instrumental in allowing the SLA to evaluate the effects of the COVID-19 pandemic on the California market and SLA operations. This was especially important at the beginning of the year, when the situation was on the rise and the future was unclear.

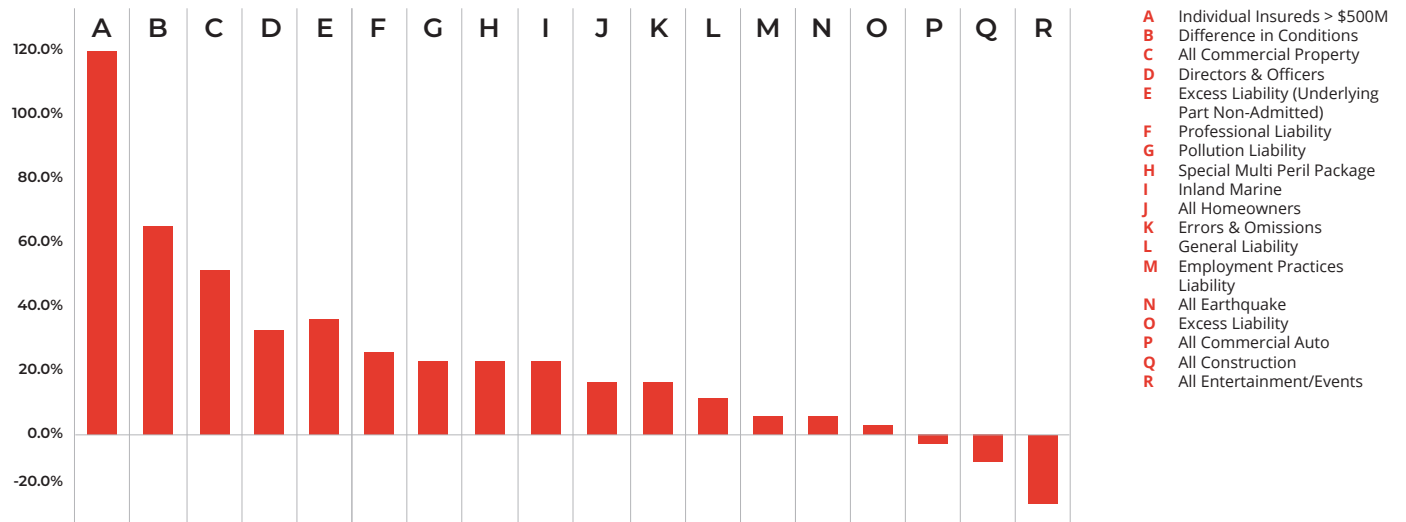
The SLA's analytics platform will be invaluable to its operations, its members, and the California surplus lines market for years to come. The SLA will possess the capacity to further evaluate the market for specific industries using NAICS codes for the insureds, as well as using predictive analytics to forecast future market trends for specific industries and coverages. The SLA will closely monitor key performance indicators ("KPIs") so it can proactively identify any declines in the market and inform its members.

The SLA is very excited to have this new software which allows it to help its members in a sophisticated manner. This is how a modern, credible leader gets the job done for its members.

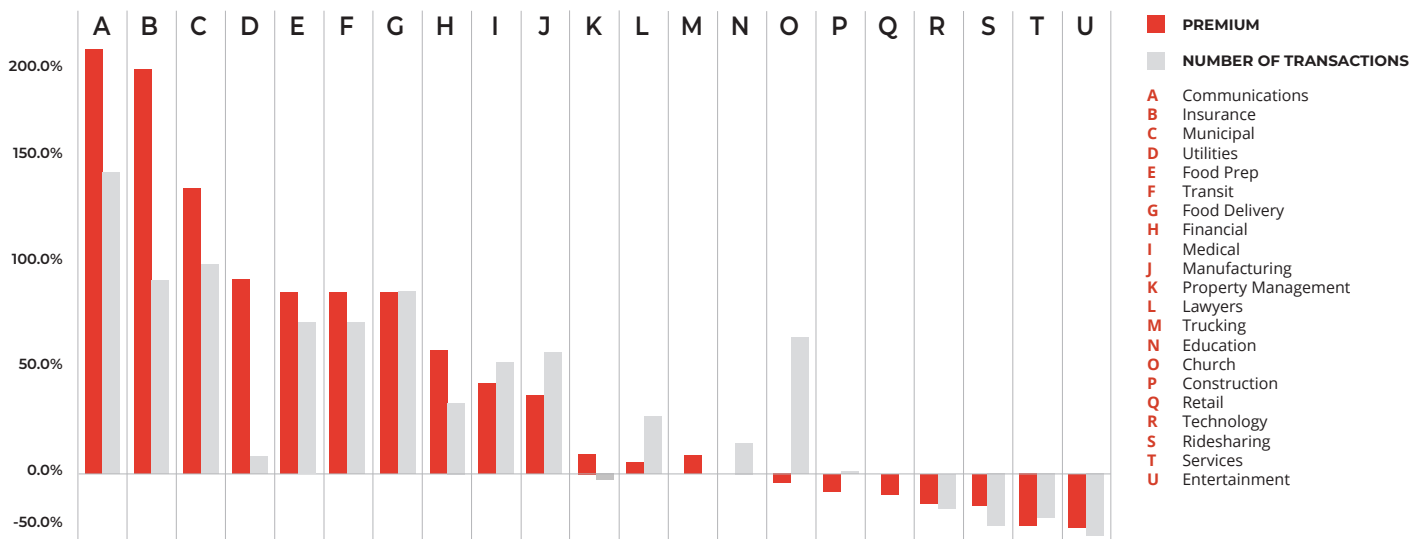
## AVERAGE PREMIUM FOR NEW AND RENEWAL POLICIES (2005-2020)



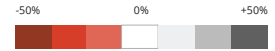
## PERCENT CHANGE IN PREMIUM BY COVERAGE FOR 95% OF THE MARKET (2019 vs. 2020)



## PERCENT CHANGE 2019 TO 2020 FOR POLICIES >\$1M IN MAJOR INDUSTRIES (PREMIUM & TRANSACTIONS)



## PERCENT CHANGE IN PREMIUM FOR MAJOR INDUSTRIES BY MONTH 2020 vs 2019

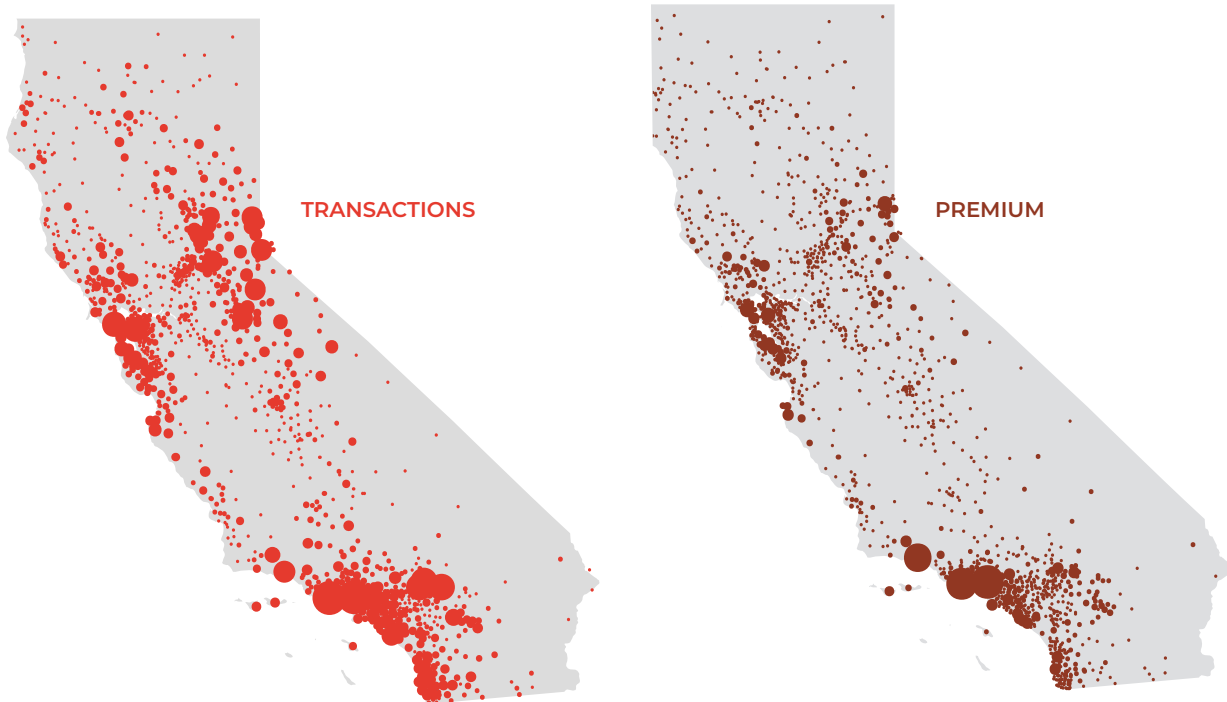


	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
22 Utilities	-50%	647%	-77%	36%	102%	-34%	-70%	3272%	-86%	-95%	29%	4952%
23 Construction	15%	42%	27%	-6%	17%	42%	37%	36%	31%	2%	21%	4%
44-45 Retail Trade	-25%	31%	-21%	37%	-48%	-40%	-1%	14%	-1%	4%	34%	17%
48-49 Transportation and Warehousing	82%	118%	-15%	-80%	-68%	31%	17%	140%	-41%	-35%	49%	-83%
52 Finance and Insurance	4%	-16%	128%	-15%	53%	15%	32%	38%	95%	34%	70%	109%
53 Real Estate and Rental and Leasing	46%	75%	63%	19%	11%	22%	20%	16%	20%	78%	16%	39%
61 Educational Services	105%	65%	59%	-65%	159%	66%	78%	-10%	29%	-30%	70%	222%
62 Health Care and Social Assistance	18%	47%	-9%	-32%	20%	-34%	36%	8%	29%	-2%	28%	32%
71 Arts, Entertainment, and Recreation	-1%	47%	88%	42%	-22%	6%	-35%	-48%	-74%	-23%	47%	-15%
72 Accommodation and Food Services	43%	17%	21%	-19%	2%	7%	65%	6%	5%	173%	59%	0%
92 Public Administration	-30%	-38%	198%	-45%	19%	10%	73%	90%	255%	-5%	-14%	81%
PL Personal Lines	-1%	48%	25%	18%	7%	83%	31%	11%	83%	28%	28%	16%

## PERCENT CHANGE IN TRANSACTIONS FOR MAJOR INDUSTRIES BY MONTH 2020 vs 2019

	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
22 Utilities	12%	33%	39%	44%	1%	1%	18%	27%	18%	78%	34%	94%
23 Construction	3%	15%	0%	11%	11%	-41%	21%	3%	28%	-6%	2%	10%
44-45 Retail Trade	4%	2%	-22%	-14%	-30%	-17%	-12%	-11%	-11%	6%	9%	11%
48-49 Transportation and Warehousing	13%	-7%	2%	10%	2%	20%	27%	15%	41%	19%	34%	4%
52 Finance and Insurance	3%	11%	-2%	-10%	-8%	18%	12%	10%	17%	0%	3%	6%
53 Real Estate and Rental and Leasing	14%	42%	17%	19%	1%	31%	23%	12%	8%	5%	17%	3%
61 Educational Services	9%	-20%	-12%	-49%	-15%	-10%	-2%	-20%	-6%	-12%	27%	67%
62 Health Care and Social Assistance	8%	17%	-26%	-13%	-11%	6%	10%	6%	12%	5%	7%	22%
71 Arts, Entertainment, and Recreation	6%	29%	14%	-4%	-25%	-3%	-12%	-37%	-9%	-24%	11%	-21%
72 Accommodation and Food Services	17%	26%	10%	-9%	-8%	16%	11%	12%	21%	27%	38%	4%
92 Public Administration	16%	0%	15%	24%	-46%	42%	40%	6%	91%	-11%	3%	-10%
PL Personal Lines	-23%	-6%	-1%	-12%	-1%	43%	23%	-6%	3%	31%	22%	12%

## 2020 HOMEOWNER'S POLICIES

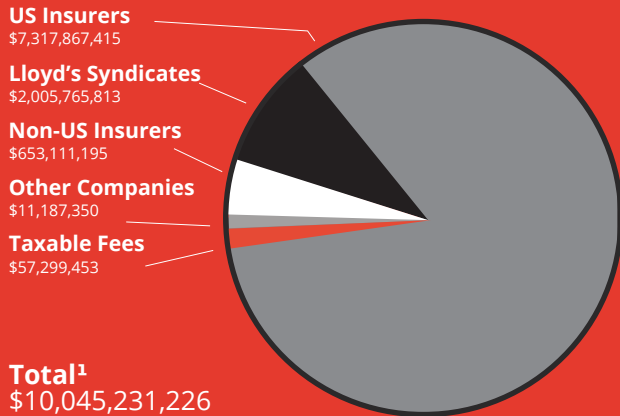




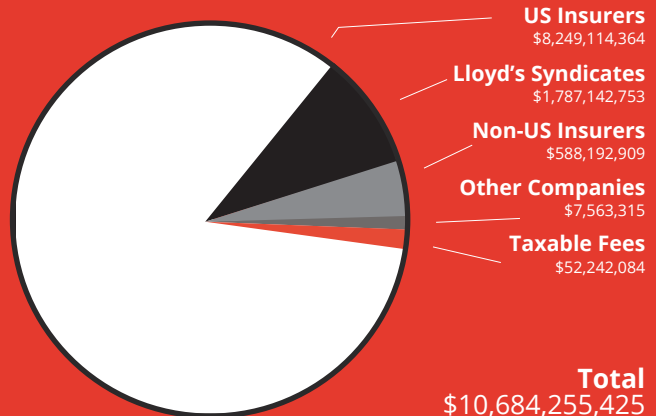
# FISCAL YEAR SUMMARY <<

Processed Premium Total Year Over Year

## 2019



## 2020



<sup>1</sup>2019 totals include \$1,165,773,135 of captured backlog premium.

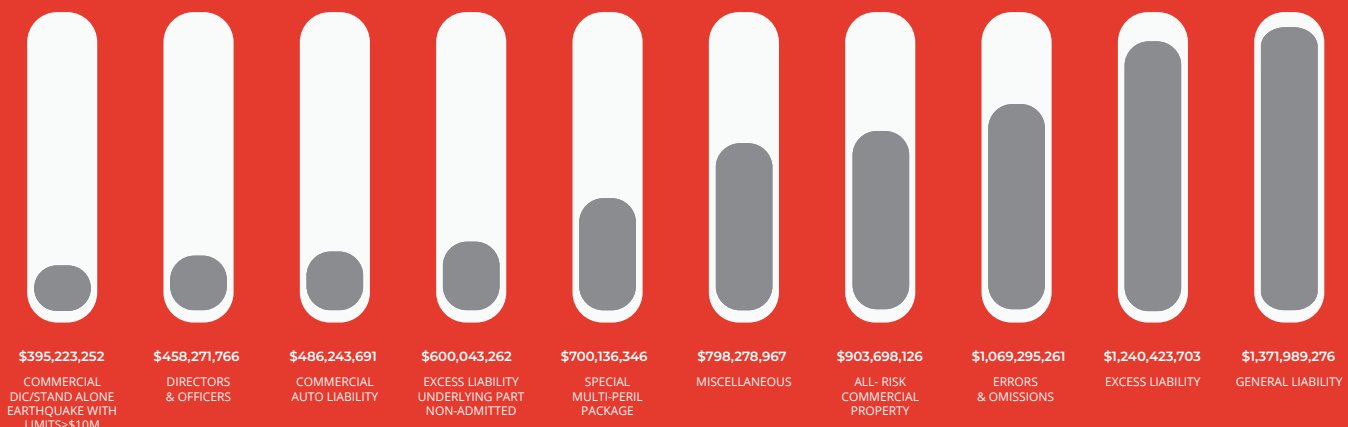
### % Growth: 2019-2020



### % of Total: 2020



## Top 10 Coverages of Fiscal Year 2020



# FY 2020 FINANCIALS <<

## The Surplus Line Association of California

### Unaudited Statements of Financial Position

<i>November 30,</i>	2020	2019
<b>Assets</b>		
<b>Current assets:</b>		
Cash and cash equivalents	\$ 3,158,935	\$ 2,028,239
Stamping fees and other receivables	2,600,769	2,217,649
Prepaid expenses	378,165	266,756
Total current assets	6,137,869	4,512,644
<b>Investments at fair value</b>	9,234,512	5,992,512
<b>Property, equipment and software, net</b>	5,544,288	5,805,047
<b>Other assets</b>	204,405	232,751
Total assets	\$ 21,121,074	\$ 16,542,954
<b>Liabilities and Net Assets</b>		
<b>Current liabilities:</b>		
Accounts payable	\$ 323,201	\$ 173,198
Accrued liabilities	1,413,324	1,530,152
Total current liabilities	1,736,525	1,703,350
<b>Long-term liabilities:</b>		
<b>Deferred rent</b>	418,906	339,274
<b>Note payable to bank</b>	-	750,000
<b>Accrued pension benefit liability</b>	1,131,048	1,060,113
<b>Accrued post retirement benefit liability</b>	1,336,226	2,011,774
Total liabilities	4,622,705	5,864,511
<b>Commitments</b>		
<b>Net Assets:</b>		
Unrestricted:		
Undesignated	6,758,369	938,443
Board designated	9,740,000	9,740,000
Total net assets	16,498,369	10,678,443
Total liabilities and net assets	\$ 21,121,074	\$ 16,542,954

# The Surplus Line Association of California

## Unaudited Statements of Cash Flows

<i>Fiscal Years Ended November 30,</i>	2020	2019
<b>Cash Flows from Operating Activities:</b>		
Change in net assets	\$ 5,819,926	\$ 1,689,984
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	1,468,088	1,513,680
Gain on disposal of equipment	(646)	-
Unrealized (loss) gain on investments	(125,256)	(126,623)
Unrealized gain (loss) on pension and post retirement benefits	(404,613)	(582,579)
Changes in operating assets and liabilities:		
Stamping fees and other receivables	(384,262)	17,552
Prepaid expenses and other assets	(81,920)	33,756
Accounts payable and accrued liabilities	(129,349)	57,450
<b>Net cash provided by operating activities</b>	<b>6,161,969</b>	<b>2,603,220</b>
<b>Cash Flows from Investing Activities:</b>		
Proceeds from sales and maturities of investments	3,585,396	5,418,925
Purchase of investments	(6,702,140)	(5,796,400)
Proceeds from sale of property, equipment and software	1,695	-
Purchase of property, equipment and software	(1,166,224)	(473,359)
<b>Net cash (used in) provided by investing activities</b>	<b>(4,281,273)</b>	<b>(850,834)</b>
<b>Cash Flows from Financing Activities:</b>		
Payment on note payable to bank	(750,000)	(550,000)
<b>Net cash used by financing activities</b>	<b>(750,000)</b>	<b>(550,000)</b>
<b>Net Increase in Cash and Cash Equivalents</b>	<b>1,130,696</b>	<b>1,202,386</b>
<b>Cash and Cash Equivalents, beginning of fiscal year</b>	<b>2,028,239</b>	<b>825,853</b>
<b>Cash and Cash Equivalents, end of fiscal year</b>	<b>\$ 3,158,935</b>	<b>\$ 2,028,239</b>

### Supplemental Disclosure of Non-Cash Investing and Financing Activities:

Property and equipment additions:		
Included in current liabilities	\$ 57,528	\$ 15,375
Interest paid	\$ 11,086	\$ 39,374

# TOP 50 BROKER GROUPS<sup>1</sup> <<

Based on processed premium by the SLA January 2020 through December 2020

RANK		PREMIUM	% OF TOTAL	TOTAL ITEM COUNT
1	AON P.L.C.	1,888,737,321	16.79%	3,540
2	R-T SPECIALTY, LLC	1,098,332,459	9.76%	54,489
3	CRC	1,042,483,829	9.27%	46,862
4	AMWINS GROUP INC.	959,786,010	8.53%	69,103
5	MARSH & MCLENNAN COS. INC.	810,055,739	7.20%	3,529
6	ARTHUR J. GALLAGHER & CO.	461,571,305	4.10%	17,595
7	WORLDWIDE FACILITIES, LLC	383,805,201	3.41%	27,598
8	BROWN & RIDING INSURANCE SERVICES, INC.	295,444,634	2.63%	11,821
9	WILLIS TOWERS WATSON P.L.C.	293,067,215	2.61%	1,772
10	LOCKTON INC.	241,801,170	2.15%	7,993
11	ALLIANT INSURANCE SERVICES INC.	223,983,916	1.99%	1,411
12	BURNS & WILCOX	210,243,552	1.87%	52,154
13	WOODRUFF-SAWYER & CO.	193,634,112	1.72%	2,356
14	NATIONAL TRANSPORTATION ASSOCIATES, INC.	155,524,629	1.38%	12,321
15	ALL RISKS, LTD.	150,352,167	1.34%	14,486
16	EDGEWOOD PARTNERS INSURANCE CENTER	128,937,449	1.15%	2,206
17	CROUSE & ASSOCIATES INSURANCE SERVICES	114,617,170	1.02%	9,381
18	HULL & COMPANY, INC.	107,754,870	0.96%	24,488
19	BROWN & BROWN INC.	87,964,161	0.78%	5,285
20	WHOLESALE TRADING INSURANCE SVCS (JENCAP HOLDINGS)	75,314,323	0.67%	1,686
21	GORST & COMPASS INSURANCE	66,101,448	0.59%	21,131
22	TRACKSURE INSURANCE AGENCY INC.	63,958,343	0.57%	565
23	HUB INTERNATIONAL LTD.	61,995,314	0.55%	2,211
24	USI INSURANCE SERVICES L.L.C.	59,928,270	0.53%	712
25	RISK SPECIALISTS COMPANIES INSURANCE AGENCY, INC.	58,960,011	0.52%	1,372
26	R.E. CHAIX & ASSOCIATES INSURANCE BROKERS, INC.	58,218,177	0.52%	13,621
27	BASS UNDERWRITERS	47,224,882	0.42%	20,450
28	PURE PROGRAMS LLC	45,056,969	0.40%	2,290
29	SNEARER, KARL FREDERICK	44,957,697	0.40%	42
30	SOCIUS INSURANCE SERVICES, INC.	44,427,393	0.39%	3,089
31	COASTAL BROKERS INSURANCE SERVICES INC.	43,436,347	0.39%	12,279
32	M.J. HALL & CO., INC.	41,673,721	0.37%	10,086
33	RSI INSURANCE BROKERS, INC	36,654,025	0.33%	2,550
34	SPECIALTY PROGRAM GROUP	36,224,819	0.32%	12,301
35	SCOTTISH AMERICAN INSURANCE	34,162,502	0.30%	7,252
36	WESTERN SECURITY SURPLUS INSURANCE BROKERS, INC.	28,923,995	0.26%	6,193
37	ABD INSURANCE & FINANCIAL SERVICES INC.	28,183,177	0.25%	227
38	AMERICAN TEAM MANAGERS, INC.	26,778,673	0.24%	4,414
39	USG INSURANCE SERVICES, INC.	25,336,196	0.23%	5,245
40	ACRISURE L.L.C.	22,784,106	0.20%	777
41	CIBA INSURANCE SERVICES	22,520,170	0.20%	1,283
42	K2 INSURANCE SERVICES	22,099,018	0.20%	796
43	RISK STRATEGIES CO. INC.	21,251,325	0.19%	479
44	SOUTHWEST BUSINESS CORPORATION	20,337,271	0.18%	1,355
45	CANNGEN INSURANCE SERVICES, LLC	20,265,784	0.18%	2,549
46	ARC EXCESS & SURPLUS, LLC	19,817,920	0.18%	745
47	PETERSEN INTERNATIONAL UNDERWRITERS	19,600,318	0.17%	2,817
48	ALLIED PROFESSIONALS' INSURANCE SERVICES	19,319,263	0.17%	110
49	EXCEPTIONAL RISK ADVISORS, LLC	18,439,778	0.16%	536
50	TEXCAZ TRANSBORDER INSURANCE INTERMEDIARIES, INC.	18,129,291	0.16%	2,592
	Subtotal Top 50	10,000,177,437	88.89%	510,145
	All Other Brokers	1,249,347,883	11.11%	251,273
	<b>Grand Total</b>	<b>11,249,525,320</b>	<b>100.00%</b>	<b>761,418</b>

<sup>1</sup> Premium Registered represents the total premium registered by the SLA for each group member for the entire time period specified.

# TOP CARRIERS BY ULTIMATE PARENT <<

Based on processed premium by the SLA January 2020 through December 2020

ULTIMATE PARENT <sup>1</sup>	COMPANY	PREMIUM PROCESSED (ROLLING 12-MONTHS)	% OF TOTAL
LLOYD'S	LLOYD'S OF LONDON	1,836,668,790	16.33%
LLOYD'S Total		1,836,668,790	16.33%
BERKSHIRE HATHAWAY INC.	NATIONAL FIRE & MARINE INSURANCE COMPANY	1,111,463,679	9.88%
	GENERAL STAR INDEMNITY COMPANY	48,099,132	0.43%
	MOUNT VERNON FIRE INSURANCE COMPANY	18,715,455	0.17%
	OTHER AFFILIATES WITH PREMIUM REGISTERED <\$10.0M	12,629,209	0.11%
BERKSHIRE HATHAWAY INC. Total		1,190,907,475	10.59%
AMERICAN INTERNATIONAL GROUP, INC.	LEXINGTON INSURANCE COMPANY	356,074,612	3.17%
	AIG SPECIALTY INSURANCE COMPANY	145,217,405	1.29%
	WESTERN WORLD INSURANCE COMPANY	60,691,982	0.54%
	AMERICAN INTERNATIONAL GROUP UK LIMITED	21,439,953	0.19%
	OTHER AFFILIATES WITH PREMIUM REGISTERED <\$10.0M	1,608,989	0.01%
AMERICAN INTERNATIONAL GROUP, INC. Total		585,032,941	5.20%
MARKEL CORPORATION	UNITED SPECIALTY INSURANCE COMPANY	296,343,878	2.63%
	EVANSTON INSURANCE COMPANY	234,105,742	2.08%
	OTHER AFFILIATES WITH PREMIUM REGISTERED <\$10.0M	16,606,431	0.15%
MARKEL CORPORATION Total		547,056,051	4.86%
NATIONWIDE MUTUAL INSURANCE COMPANY	SCOTTSDALE INSURANCE COMPANY	441,355,542	3.92%
NATIONWIDE MUTUAL INSURANCE COMPANY Total		441,355,542	3.92%
FAIRFAX FINANCIAL HOLDINGS LIMITED	ALLIED WORLD NATIONAL ASSURANCE COMPANY	91,630,533	0.81%
	CRUM & FORSTER SPECIALTY INSURANCE COMPANY	88,905,979	0.79%
	ALLIED WORLD SURPLUS LINES INSURANCE COMPANY	87,625,656	0.78%
	HUDSON EXCESS INSURANCE COMPANY	51,838,157	0.46%
	HUDSON SPECIALTY INSURANCE COMPANY	32,626,671	0.29%
	FIRST MERCURY INSURANCE COMPANY	12,474,765	0.11%
	SENECA SPECIALTY INSURANCE COMPANY	12,107,673	0.11%
	OTHER AFFILIATES WITH PREMIUM REGISTERED <\$10.0M	999,842	0.01%
FAIRFAX FINANCIAL HOLDINGS LIMITED Total		378,209,277	3.36%
AXA SA	INDIAN HARBOR INSURANCE COMPANY	338,728,639	3.01%
	XL CATLIN INSURANCE COMPANY UK LIMITED	13,705,537	0.12%
	OTHER AFFILIATES WITH PREMIUM REGISTERED <\$10.0M	1,609,983	0.01%
AXA SA Total		354,044,159	3.15%
W. R. BERKLEY CORPORATION	ADMIRAL INSURANCE COMPANY	123,762,872	1.10%
	GEMINI INSURANCE COMPANY	90,014,179	0.80%
	NAUTILUS INSURANCE COMPANY	69,950,726	0.62%
	BERKLEY ASSURANCE COMPANY	33,783,019	0.30%
	OTHER AFFILIATES WITH PREMIUM REGISTERED <\$10.0M	8,147,429	0.07%
W. R. BERKLEY CORPORATION Total		325,658,224	2.89%
PROGRESSIVE CORPORATION	BLUE HILL SPECIALTY INSURANCE COMPANY INC.	293,898,468	2.61%
PROGRESSIVE CORPORATION Total		293,898,468	2.61%
CHUBB LIMITED	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	145,072,015	1.29%
	ILLINOIS UNION INSURANCE COMPANY	95,244,599	0.85%
	CHUBB CUSTOM INSURANCE COMPANY	24,112,091	0.21%
	CHUBB EUROPEAN GROUP SE	11,279,009	0.10%
	OTHER AFFILIATES WITH PREMIUM REGISTERED <\$10.0M	170,747	0.00%
CHUBB LIMITED Total		275,878,460	2.45%
ZURICH INSURANCE GROUP LTD.	STEADFAST INSURANCE COMPANY	222,435,628	1.98%
	EMPIRE INDEMNITY INSURANCE COMPANY	14,779,416	0.13%
	OTHER AFFILIATES WITH PREMIUM REGISTERED <\$10.0M	6,482,120	0.06%
ZURICH INSURANCE GROUP LTD. Total		243,697,165	2.17%
TOKIO MARINE HOLDINGS, INC.	HOUSTON CASUALTY COMPANY	181,964,549	1.62%
	TOKIO MARINE SPECIALTY INSURANCE COMPANY	45,134,110	0.40%
	SAFETY SPECIALTY INSURANCE COMPANY	12,186,225	0.11%
	OTHER AFFILIATES WITH PREMIUM REGISTERED <\$10.0M	1,403,542	0.01%
TOKIO MARINE HOLDINGS, INC. Total		240,688,425	2.14%
All Other Groups with Premium Processed <\$240.0M		4,482,244,088	39.84%
Taxable Fees		54,186,256	0.48%
<b>Grand Total</b>		<b>11,249,525,320</b>	<b>100.00%</b>

<sup>1</sup> Ultimate parent per AM Best as of 1/6/2021; All Lloyd's Syndicates combined under Lloyd's

# SLA LEADERSHIP <<

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