

2017

NCCIA ANNUAL CONFERENCE

NC Captive Insurance Association

August 21-23, 2017

MONDAY, AUGUST 21

- 9:00 a.m.
Foyer **Registration Opens**
- 9:00 a.m. - 11:00 a.m.
Azalea Room **Board Meeting**
- 11:00 a.m. - 5:00 p.m. **Golf Tournament**
WIN A NEW CAR (Approximate car value \$50,000) Hole in One on #16.
- 1:00 p.m. - 4:00 p.m.
Union Room **Optional Captive Insurance**
101 Fundamentals Seminar
- Synopsis: **Three 50 Minute Sessions** covering the History & Legal Foundation of Captives, Captive Qualifications & Formation, and Investments & Claims Processes for Captives.
- Speakers: **Patrick Long** (River Oak) will moderate with various experts, including NC Deputy Commissioner Debbie Walker, former Georgia Revenue Commissioner and CEO of River Oak, Doug MacGinnitie, as well as Stanton Geller, attorney with Culp, Elliott & Carpenter.
*Sponsored by River Oak Risk
- 3:00 p.m. - 5:00 p.m.
Ballroom C **Committee Meetings** (as requested by Committee Chairs)
Exhibit Hall Set Up
*Coffee break Sponsored by JRL Financial Group
- 5:00 p.m.
Ballrooms A & B **Opening General Session/Conference Welcome**
Welcome and remarks, Thomas L. Adams, President & CEO
- Speaker:  **John B. Jung, Jr.**, Senior Managing Director & Head of BB&T Capital Markets. Mr. Jung will present an overview of North Carolina's prospects for economic growth and how those prospects will impact the Captive industry.
*Opening Session Sponsored by the law firm of Womble, Carlyle, Sandridge & Rice
- Upon Conclusion of Opening Session
Exhibit Hall **Conference Welcome & Opening Reception**
*Sponsored by Management Services International

TUESDAY AUGUST 22

- 8:00 a.m. **Registration Opens**
Foyer
- 8:30 a.m. - 9:00 a.m. **Coffee Break**
Exhibit Hall
**Sponsored by Rives & Associates*
- 9:00 a.m. - 10:15 a.m. **Opening General Session**
Ballrooms A & B
- Title: North Carolina's Captive Insurance Program Today & Looking Forward
- Synopsis: The North Carolina Department of Insurance will discuss the 2016 success of the North Carolina captive insurance company program. The discussion will include information about the status of the program, composition of the licensed captive insurers, tips and best practices from the Department, and the Department's perspective on the future of the captive insurance program in North Carolina.
- Speakers: Debbie Walker, Deputy Commissioner along with Rick Kohan, and Michael Archangel of the NCDOI Team.
- 10:15 a.m. - 10:45 a.m. **Coffee Break**
Exhibit Hall
**Sponsored by Rives & Associates, LLP*
- 10:45 a.m. - 11:45 a.m. **Concurrent Sessions**
- SESSION A**
Fairway Room
Reinsurance for Captives & RRGs: More Than A Line Item In A Feasibility Study/Business Plan
- Synopsis: This presentation will focus of key concepts necessary for creating a captive's reinsurance program. The session will dive into foundational reinsurance basics, the importance of compiling project specific data, and managing both the structuring process, placement timeline and ultimate expectations.
- Speakers: Bill Hodson (BrentRe), Adam Forstot (USA Risk)
- SESSION B**
Overlook Room
Redomesticating Your Captive
- Synopsis: The panel will discuss the process of redomestication for various types of captives, as well as focus on some of the key issues driving the process as viewed from the standpoint of a successfully redomiciled captive owner and the North Carolina Department of Insurance regulator.
- Speakers: Tim Kolojay (Energi), Leanne Refalko (NCDOI), Patrick Theriault (SRS), and Jonathan Stark (SRS)
- SESSION C**
Carolina Room
The Basics of the Captive Feasibility Analysis
- Synopsis: In this session, a captive manager and an actuarial consultant will share their experiences with captive formations. The session will cover the captive feasibility analysis, including its uses and the data necessary to complete the analysis for both single parent and group captive structures. In addition, the panel will discuss some different hurdles they have encountered with other captive formations and share some thoughts on how prospective captive owners can avoid them.
- Speakers: Mike Meehan (Milliman), Anne Marie Towle (JLT Insurance Management)

12:00 p.m. - 1:30 p.m.
Ballrooms A & B

Annual Commissioner's Luncheon

Introduction: 2017 NCCIA Chairman, Jeremy Colombik (MSI)
North Carolina Commissioner of Insurance, Mike Causey
**Sponsored by the Webb and Coyle Law Firm*

1:45 p.m. - 3:15 p.m.

SESSION D

Fairway Room

Synopsis:

Concurrent Sessions

Demystifying Medical Stop Loss Captives

The uncertain legislative and regulatory environment surrounding employee benefit healthcare coverage has spurred a significant increase in employer self funding. This increase has led to expanded use of captives for medical stop loss coverage. The session will provide an overview of how using a captive for medical stop loss can enhance an employer's self-funded medical benefit program.

Speakers: Phillip C. Giles (QBE North America) and Donald McCully (Medical Captive Underwriters)

SESSION E

Carolina Room

Synopsis:

Emerging Risks - Insuring the Shared Economy.

The shared economy challenges traditional notions of business and employment. Creative, innovative solutions are required to provide insurance to businesses and workers in the new shared economy. This session will explore the types of enterprises in the shared economy, unique exposures they represent and types of solutions being developed.

Speakers: Rob Walling (Pinnacle), Mark Morris (Lockton Group)

SESSION F

Overlook Room

Synopsis:

Learn How to Maximize

The Benefits of Protective Cells and understand best utilization practices.

Speakers: Martin Eveleigh (Atlas Insurance Management), Leon Rives (Rives & Associates), and Jeff Simpson (GFM Law)

3:15 p.m. - 3:45 p.m.

Exhibit Hall

Coffee Break

**Sponsored by Carr, Riggs & Ingram*

3:45 p.m.-4:45 p.m.

Concurrent Sessions

SESSION G

Carolina Room

Synopsis:

Risk Pooling

A look "behind the curtain" at how risk is transferred and pooled. This panel will address pooling arrangements that satisfy the Safe Harbors promulgated by the IRS as well as guidance from NCDOL.

Speakers: Rick Kohan (NCDOL), Doug MacGinnitie (River Oak Risk), and Matt Gunning (Carr, Riggs & Ingram)

SESSION H

Overlook Room

Synopsis:

Investment Options for Captive Assets

Captive assets are regulated but there is no published guide on what can, and cannot, be done. This panel will show what is permitted by the regulators and what is recommended by experienced wealth managers.

Speakers: Jeff Gaskin, CFP (Morgan Stanley); Greg Isley, CPA (Isley CPAs); Mark Mascia (NCDOL)

SESSION I

Fairway Room

The ABCs of Cyber in Your Captive: Assessing Risk, Bench-marking Exposures, and Creating Coverage

Synopsis: This panel will discuss emerging cyber trends, the regulatory and legal environment and potential uses of captives to absorb risk.

Speakers: Ben Beeson (Lockton Group), Steve Gravely (Troutman Sanders)

5:30 p.m.-7:30 p.m.

Patio Room

North Carolina Reception

Everyone's idea of a great time. Once again Bubba Barbee over in Stanly County has raised a couple of his special hogs as centerpiece of our Annual PigPickin'. King Curtis, the "King" of Carolina's DJ's will be back with all of your favorite Carolina's Beach Music.

**Sponsored by Atlas Insurance Management*

WEDNESDAY AUGUST 23

8:00 a.m.

Foyer

Registration Opens

8:00 a.m. - 8:30 a.m.

Exhibit Hall

Coffee Break

**Sponsored by Captive Planning Associates*

8:30 a.m. - 9:30 a.m.

Concurrent Sessions**SESSION J**

Fairway Room

CCB: Captive Crystal Ball - The Next 4 Years and the New Administration (SESSION I)

Synopsis: With the recent change in Federal administration, regulations and funding all programs are all in question. Panelists will give their views of impact to various stakeholders, and answer any "Crystal Ball" questions for the audience.

Speakers: Linda Danna (Marsh Captive Management); Erik Johnson (Aon); Ed White (Nelson Mullins); Pete Brunstetter, Sr. (Novant)

SESSION K

Carolina Room

Ready Set Go: Captives to Adopt New Accounting Standards

Synopsis: New accounting standards will directly impact how captive insurance companies account for investments, disclose loss information and recognize non insurance revenue. This session will summarize the new standards and discuss what captive owners and managers can do now to help prepare their companies and minimize disruption.

Speakers: John Prescott, (Johnson Lambert)
Alex Murray, (Johnson Lambert)

SESSIONS L

Overlook Room

Group Captives

Synopsis: Group Captives are growing across the country and here in NC. Our panel of experts will share how they work and why Workers Compensation, General Liability and Auto are primary coverages in Group Captives.

Speakers: Tom Stewart, JD, (ICS), Bret Grieves, (Scott Insurance), and Chad Shields (Lockton Insurance)

9:30 a.m. - 10:00 a.m.

Exhibit Hall

Coffee Break

**Sponsored by Carr Riggs & Ingram*

10:00 a.m. - 11:00 a.m. **Concurrent Sessions**

SESSION M

Fairway Room

CCB: Captive Crystal Ball - The Next 4 Years and the New Administration. (SESSION 2 CONTINUED)

Synopsis: With the recent change in Federal administration, regulations, funding and programs are all in question. Panelists will give their views of impact to various stakeholders, and answer any "Crystal Ball" questions for the audience.

Speakers: Linda Danna (Marsh Captive Management); Erik Johnson (Aon); Ed White (Nelson Mullins); Pete Brunstetter, Sr. (Novant)

SESSION N

Carolina Room

The Main Benefits of Captives

Synopsis: This session will go over how to maximize the benefits of owning your own insurance company. The panel will include experts from auditing, actuarial, and an insurance management firm, which will go through the main benefits such as profit center, minimizing insurance cost, better management of risks, and tax benefits.

Speakers: Jeremy Colombik (MSI), David Lipitz (HKG), & Eric Anderson (GPW)

SESSION O

Overlook Room

The Science and Art of Reserving a Medical Malpractice Claim

Synopsis: Tired of being on the sidelines when it comes to setting reserves on your claims? Come learn how setting reserves are part science part Rt and how you can be proactive in determining what they are.

This is designed to be an interactive workshop based upon a fact pattern. There is a portion of lecture to discuss the case and reserving techniques. Following, you will work through setting both an initial reserve on the file and an ultimate reserve with discussion afterwards as to what values were placed on the file by the audiences.

Speakers: Clare M. Bello, (CCMSI) VCM Division Leader

11:00 a.m. - 11:15 a.m.

Exhibit Hall

Coffee Break

**Sponsored by Rives & Associates*

11:15 a.m. - 12:45 p.m.

Ballrooms A & B

Closing General Session

Title: Annual Federal and State Tax Update

Synopsis: During the past year, there have been a number of court decisions and rulings, as well as legislation, at both the federal and state levels that may well have an impact on captives in the future. This session will provide a background for these issues, as well as a comprehensive analysis of the effect these may have on captives.

Speakers: Bruce Wright (Sutherland), and Tom Jones (McDermott)

12:45 p.m. - 1:00 p.m. **Closing Comments**

Speaker: Thomas L. Adams

[Click Here For Conference Registration](#)

[Click Here For Hotel Information](#)