

## ABOUT the WSIA EDUCATION FOUNDATION

The WSIA Education Foundation is dedicated to encouraging the educational development of all those interested in the wholesale, specialty and surplus lines business, and to creating an understanding, and overcoming the misperceptions of the excess and surplus lines market. The Foundation's work includes:

- Financial support of education programs for WSIA members
- Scholarships for risk management students
- Support for the AM Best Company's annual review of the surplus lines segment, which has been a valuable tool for the industry for 26 years
- Maintaining and improving the Associate in Surplus Lines Insurance (ASLI) designation program, which furthers the educational opportunities for members of our industry
- Administering student-focused educational programs, symposiums and grants to encourage, support and reward those exceptional students who have an interest in an insurance career
- Financial partnership with Gamma Iota Sigma, the national risk management and insurance fraternity, focused on sustainable growth and diversification of the insurance industry's student talent pipeline
- Grants to university risk management and insurance programs that increase awareness and visibility into the wholesale, specialty and surplus lines market



# KEY INVESTMENTS

## Symposiums

The Foundation sponsors five Extreme Risk Takers Symposiums annually. That \$192,000 average annual investment provides:

- Reduced or waived registration fees and hotel accommodations for risk management and insurance students and faculty.
- Education and networking opportunities as well as a career fair for students and WSIA members.

## Scholarships

- Established in 1998, the *Derek Hughes Scholarship Program* supports students pursuing an insurance or business-related program of study.
- Up to 25 scholarships of \$5,000 each are awarded to students each academic year.
- Since its inception, the Foundation has awarded \$1,257,000 in scholarship funds to 308 students.

## University Grant Program

- Grants to university RMI programs that enhance awareness and visibility for the wholesale, specialty and surplus lines market, including larger grant awards for programs that incorporate curriculum specific to the surplus lines segment.
- Colleges and universities can apply for three different types of program grants that range in size from \$250 to \$5,000.
- Grants are awarded to students and college programs to support their development of an event, or student participation in an event, with demonstrated focus on the wholesale, specialty and surplus lines industry.

## AM Best Special Report

- Annual sponsorship of the *AM Best Special Report - Surplus Lines Market Review* provides valuable data on the state of the market, relative position of carriers in the market, the sector's financial condition and growth.
- The Foundation's support makes the full report available to all members at no charge each year.



# KEY INVESTMENTS



## Gamma Iota Sigma (GIS)

- The WSIA Education Foundation is a Visionary Sustaining Partner to Gamma Iota Sigma (GIS), the national risk management and insurance fraternity, focused on sustainable growth and diversification of the insurance industry's student talent pipeline.
- Sustaining Partnership supports the ongoing work GIS and offers opportunities for WSIA and the Foundation to engage and educate college students them about career opportunities in the wholesale, specialty and surplus lines industry at regional and national conferences and connect them to WSIA member firms.

## Professional Designations

- Financial support for the Associate in Surplus Lines Insurance (ASLI) designation program expands opportunities for industry professionals. Since 1997, 2,512 professionals have earned the ASLI designation.

## WSIA Member Education

The Foundation subsidizes WSIA technical training and professional development programs, allowing WSIA to offer education programs to members at lower rates.

- Scholarships for some WSIA education programs are available to members, with \$100 million or less in annual premium volume, to support ongoing technical training and professional development.
- In 2020, 29 WSIA members received education program scholarships allowing them to further their training at no charge to their WSIA member firm.

## Georgia State University Partnership

Growing member education through the Foundation's investment and relationship with Georgia State University.

## 2020 CONTRIBUTIONS & INVESTMENTS

- The WSIA Education Foundation is projected to end the year with \$12.57 million in net assets.
- 2020 contributors included:
  - Surplus Lines Association of Arizona
  - North Carolina Surplus Lines Association
  - Pennsylvania Surplus Lines Association
  - Kemper Educational Fund
  - Surplus Lines Association of Washington
  - Surplus Lines Association of Minnesota
  - Paul Springman
  - Wholesale & Specialty Insurance Association
- Many WSIA member firms participated in the 2020 Rogan Cup and raised \$117,129.
- The Foundation invested \$375,429 in initiatives and programs in 2020, with projections to invest nearly \$700,000 in 2021.



# FUNDRAISING INITIATIVES



## Rogan Cup Golf Tournament

- The Rogan Cup Tournament is held annually in conjunction with the WSIA Underwriting Summit.
- The event raises funds for the WSIA Education Foundation's work to encourage educational development for those interested in careers in the wholesale, specialty and surplus lines industry.
- Players can choose between competing for the Rogan Cup or registering for leisure play.

## Individual or Corporate Contributions

WSIA member firms, or individuals, can contribute directly to the WSIA Education Foundation to support the work of the Foundation.

## Scholarship Funds

Individuals, corporations or other foundations can designate funds to create WSIA Education Foundation scholarships for students. This is an impactful way to honor an industry professional while also supporting education opportunities for students interested in a career in the wholesale, specialty and surplus lines industry.

Contact the WSIA Education Foundation for additional information about how to support the Foundation.



## BOARD OF DIRECTORS

### OFFICERS

#### PRESIDENT

Brian Van Cleave  
Huntersure, LLC

#### VICE PRESIDENT

Nick Abraham  
Markel

#### SECRETARY

Brady R. Kelley  
WSIA

#### TREASURER

Michael D. Miller  
Ategrity Specialty  
Insurance Company

### DIRECTORS

#### Scott Anderson

Concorde General Agency

#### Maureen C. Caviston

AmWINS Group

#### Tripp Duesenberg

Southern Insurance  
Underwriters

#### Karen Evers

Nautilus

#### Arthur L. Flitner

Retired

#### Sarah Gavlick

Markel Wholesale

#### Hank Haldeman

Worldwide Facilities, LLC

#### Janet Jordan-Foster

AXIS Insurance

#### Joan LaFrance

Retired

#### Edward Levy

Life Member

#### Terrance Meade

AmWINS

#### David Nelson

Nationwide E&S

#### Kristen Skender

Jimcor Agencies

#### Danielle Wade

Jackson Sumner  
Associates