

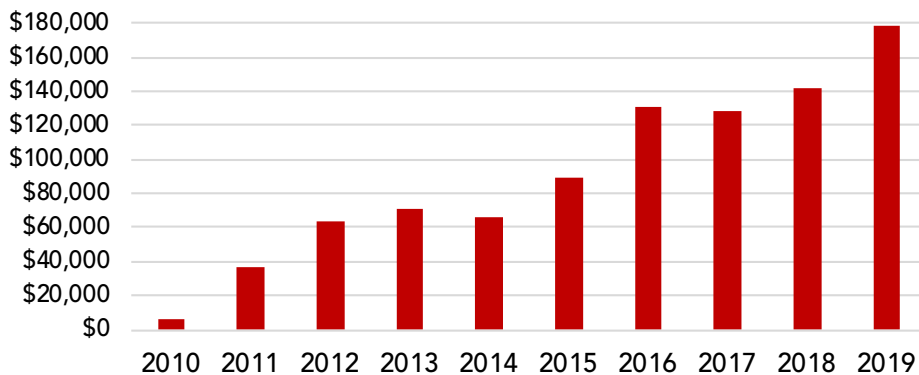
WSIA PAC receives record contributions during 2019

WSIA member individuals contributed a record **\$178,845** to the PAC during 2019. Those contributions came from **347 individual contributors**, exceeding the record numbers set in 2018 by \$36,958 and 98 contributors, respectively. This new record level of contributions helped the PAC finish 2019 with an ending balance of \$295,697 which puts it in a strong position to support candidates for Congress whose philosophies and attitudes are consistent with the goals of WSIA and the wholesale, specialty and surplus lines industry going in to the 2020 election cycle.

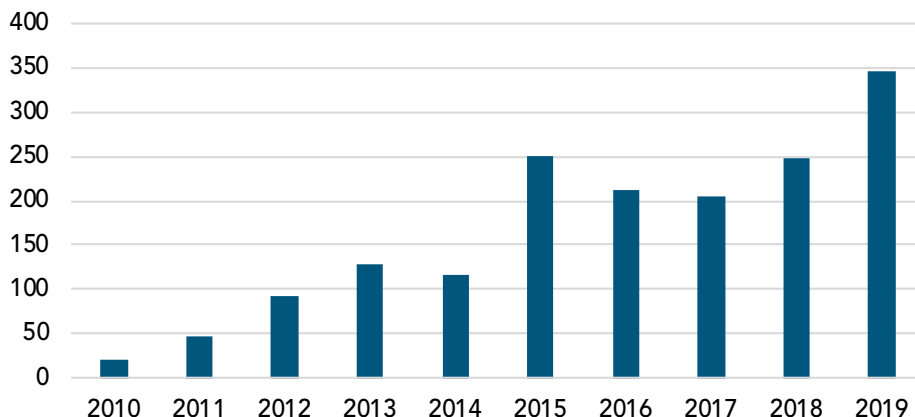
	2015	2016	2017	2018	2019
Beginning Balance	\$ 84,606	\$ 92,845	\$ 135,957	\$ 154,587	\$ 235,623
Contributions	89,727	130,826	128,120	141,887	178,845
Refunds	-	-	2,000	-	(100)
Disbursements	(78,000)	(83,000)	(106,500)	(55,700)	(112,500)
Administrative Expenses	(3,487)	(4,714)	(4,990)	(5,150)	(6,171)
Ending Balance	<u>\$ 92,845</u>	<u>\$ 135,957</u>	<u>\$ 154,587</u>	<u>\$ 235,623</u>	<u>\$ 295,697</u>

While large contributions represent a major piece of the pie for the WSIA PAC, small contributions have been emphasized in recent years to promote participation among younger members with the hope of encouraging annual contributors that will grow over time.

Growth in PAC contributions over time



Total PAC contributors over time



2019 by the numbers

CONTRIBUTIONS to the PAC
\$178,845

PAC CONTRIBUTORS
347 individuals

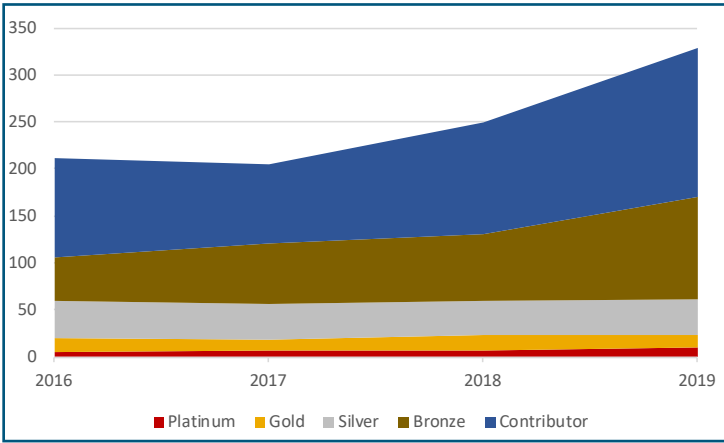
U40 CONTRIBUTORS
51 individuals | \$13,759

NEW CONTRIBUTORS
124 | \$32,166

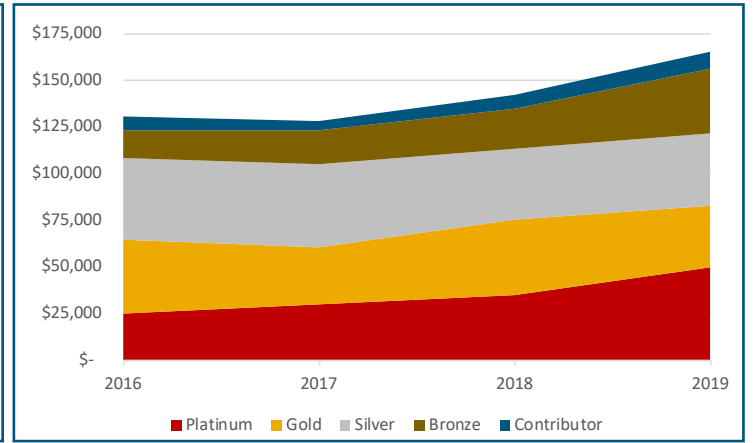
COMMITTEE MEMBER CONTRIBUTORS
107 | \$61,085

BREAKING IT DOWN

Contributors by level of giving



Contributions by level of giving



2019 key legislative and regulatory advocacy accomplishments

The PAC helps WSIA advocate regarding issues in Washington D.C. by demonstrating a shared commitment from the wholesale, specialty and surplus lines industry. In 2019, the WSIA team worked with members of the Senate Banking Committee and House Financial Services Committee to ensure understanding of our market on issues including private flood insurance, the National Association of Registered Agents and Brokers (NARAB) and the Terrorism Risk Insurance Program.



PRIVATE FLOOD INSURANCE

WSIA supports legislation to revise the federal definition of private flood insurance to correct surplus lines references to comply with NRRRA and state definitions and to ensure the market's ability to provide alternative solutions for flood risks which are accepted by lenders.

NATIONAL ASSOCIATION OF REGISTERED AGENTS & BROKERS (NARAB)

NARAB was passed in January 2015 but has yet to become operational because a Board has not been appointed. WSIA strongly supports NARAB, which will streamline nonresident agent and broker licensing for those operating on a multi-state basis. WSIA efforts focus on the Treasury and White House finalizing nominees for approval by the Senate.

TERRORISM RISK INSURANCE PROGRAM (TRIA)

In December 2019 TRIA received long term reauthorization through December 2027 without any changes to the underlying program, one full year before the program was set to expire. WSIA strongly encouraged Congress to address reauthorization well in advance to provide clarity for insurance contracts.

Legislative Fly-In success

In February 2019, WSIA had the opportunity to discuss issues that are important to the industry with several offices on Capitol Hill. A delegation of 48 members of our Legislative Committee, Board of Directors, PAC Committee and Past Presidents hit the Hill to meet with 36 offices and improve their understanding of our industry and our priorities.



The first item on the agenda was flood insurance. Congress continues to extend the deadline for the National Flood Insurance Program (NFIP) until they can reach a bi-partisan solution that will allow a long-term extension. WSIA has long urged the authorization of a long-term extension that clarifies the inclusion of surplus lines in the definition of private flood.

Next up was the National Association of Registered Agents and Brokers (NARAB). NARAB was passed in January 2015 and has yet to become operational because a board of directors has not yet been appointed. Nominees must be sent from the Treasury Department to the President and then they must be approved through the Senate Banking Committee's confirmation process. The WSIA teams made significant progress in convincing several offices to assist in urging the administration to make the requisite appointments.

Finally, the teams spent significant time educating on the basics of the wholesale, specialty and surplus lines industry. For many Congressional staffers, the WSIA Fly-In is the first opportunity to learn about the issues facing the industry. It's critical for WSIA to lay a foundation of knowledge with Congressional staff and develop relationships so staffers know they can come to WSIA for answers when dealing with complicated issues.

The WSIA PAC is part of what makes the Fly-In possible because the PAC allows WSIA to support members of Congress who support the philosophies and positions of the surplus lines industry. Without supportive PAC contributors like you, WSIA would have a diminished voice in Washington D.C. Every dollar to the PAC sends a message to Congress that WSIA members care about the laws that affect our industry.

To learn more about WSIA efforts in Washington D.C. please visit the Federal Issues webpage on www.wsia.org.

PAC COMMITTEE MISSION

The PAC Committee raises awareness within the WSIA membership regarding the efforts and focus of the WSIA PAC. The federal PAC was established in 2005 and is critical to WSIA's legislative and regulatory advocacy efforts. The PAC Committee supports candidates for the U.S. House of Representatives and Senate whose philosophies and attitudes are consistent with the goals of WSIA, the surplus lines industry and the wholesale brokerage system.

2019 PAC COMMITTEE MEMBERS

Cliston Brown, *Surplus Line Association of California*

Shaun Clifford, *Faegre Drinker*

Timothy Drag, *Starr Surplus Lines*

Mimi Fiske, *Markel Assurance*

Daniel Furman, *Hall & Evans, LLC*

Jim Hemphill, *Markel Assurance*

Hannah Huggins, *Risk Placement Services*

K. Pierson (Pierce) Jones, *Hanover Excess*

Fred E. Karlinsky, *Greenberg Traurig*

Daniel J. Kaufman, *Burns & Wilcox*

Mick Kroll, *AmWINS Group, Inc.*

Henry A. Lopez, *Navigators Management Co.*

Eddie Mauro, *UIG*



WSIA member firm employees make significant commitments to PAC

In recent years, the WSIA PAC has had broad participation from members across the industry, but that hasn't always been the case. In the early years of the PAC, the association relied upon contributions from a small but dedicated segment of surplus lines firms, like Benchmark Management Group, a division of Worldwide Facilities, LLC. Since 2015, every single employee at Benchmark has contributed to the PAC every year. Many years, those contributions are made even before Congress is sworn-in to session.

Tim Makowski, CEO, Benchmark Management Group, a division of Worldwide Facilities, LLC, describes how he instills that type of dedication in his employees, "We have been very successful in this business, but we know that our success is in large part a result of the work of people who came before us. Surplus lines insurance didn't always have the strong reputation it does today, and it took the collective action of dedicated industry members to clear a favorable regulatory and legal environment for our business to thrive," said Makowski. "I make it clear to my employees that we have a responsibility to ourselves, and the next generation of surplus lines leaders, to ensure the regulatory environment remains favorable. They've really taken to that and I'm proud of how they consistently step up to participate in the PAC."

"I make it clear to my employees that we have a responsibility to ourselves, and the next generation of surplus lines leaders, to ensure the regulatory environment remains favorable."

-Tim Makowski

Benchmark is not the only firm with a strong PAC engagement. RT Specialty's employees have long been PAC contributors, but in recent years they have stepped up their commitment; in 2018, RT Specialty took first place in the company competition when its employees contributed \$34,500 to the PAC and in 2019.

Brenda (Ballard) Austenfeld, President of RT National Property, thinks they have a secret to their success. "People are willing to give money to something they believe in," she said. "I think the key is finding people who care about the industry and asking for their support. It's pretty simple."

WSIA can help you ask your team to contribute

PAC contributions resulting from direct outreach to peers and colleagues account for a significant portion of the new money that the PAC receives. The WSIA team is here to help with [materials](#), [sample emails](#) or in-person [presentations](#). To learn more about how you can help raise money for the PAC and earn recognition for your firm, please contact John Meetz, john@wsia.org.



Employees of these WSIA member firms supported the PAC in 2019

All Risks, Ltd
AmRisc, LLC
AmWINS
Arlington/Roe
Associated Insurance Administrators, Inc.
Ategrity Specialty Insurance Company
AXA XL
AXIS Insurance
Brown & Riding Insurance
Burns & Wilcox
CapSpecialty
Century Insurance Group
Commercial Sector Insurance Brokers
Concorde General Agency, Inc.
Coverys Specialty Insurance Company
CRC
Drinker Biddle & Reath, LLP
ELANY
Faegre Baker Daniels
GenStar
Global Excess Partners

Gorst & Compass Insurance
Great American Insurance Group
Greenberg Taurig
Hall & Evans, LLC
Hanover Excess & Surplus
Hiscox USA
IFG Companies
Insurance House, Inc.
Jackson Sumner & Associates
James River Insurance Co.
Jimcor Agencies
J.M. Wilson Corp
Johnson & Johnson, Inc.
Liberty Mutual Insurance
Markel
M.J. Hall & Company, Inc.
Monarch E&S Insurance Services
National E&S Insurance Brokers, Inc.
Nautilus Insurance Group
Navigators
OneBeacon Insurance Group

Preferred Specialty, LLC
ReSource Pro
Risk Placement Services, Inc
RSUI
RT Specialty
Sierra Specialty Insurance Services
SLACA
SLB Insurance Group of LA
Sompo International
Southwest Risk, LP
Specialty Risk Associates, Inc.
Starr Surplus Lines
Surplus Line Association of Illinois
Texas Surplus Lines Assn., Inc
The Parks Group, Inc.
UIG
Westchester
Western World Insurance Group
Worldwide Facilities, LLC
WSIA

Congratulations to the 2019 firm competition winners!

Thank you to these WSIA firms whose employees collectively contributed the most to the WSIA PAC in 2019. Your support is critical to the PAC's success.



Thank you to the employees of RT Specialty who collectively contributed the highest amount to the WSIA PAC in 2019. RT Specialty will receive a \$2,500 credit from WSIA during 2020.



Thank you to the employees of Burns & Wilcox who collectively contributed the second highest amount to the WSIA PAC in 2019. Burns & Wilcox will receive a \$2,500 credit from WSIA during 2020.

Firm competition **FAST FACTS**

- 106 individual employees from the two firms contributed \$58,740 to the PAC during 2019.
- The WSIA PAC received a total of 347 contributions from employees of 71 member firms in 2019.
- You can help your firm be recognized with any contribution to the WSIA PAC. In 2020, WSIA will donate \$2,500 to the charity of choice for the two winning firms.
- PAC contributors are recognized throughout the year on the WSIA website, in WSIA publications and with badge ribbons at WSIA events.
- Individuals can contribute up to \$5,000 per year to the WSIA PAC.
- You can contribute online at www.wsiapac.org.





THANK YOU to these 2019 WSIA PAC contributors!

PLATINUM \$5,000

Nick Cortezi
Steve DeCarlo
Rupert Hall
Alan Kaufman
Dave Leonard
Davis Moore
Matthew Nichols
Michael Rice
Patrick Ryan
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GOLD \$2,500-\$4,999

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James Drinkwater
Bob Greenebaum
Gil Hine
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Danny Kaufman
Bruce Kessler
Brendan Mulshine
Lana Parks
Bryan Sanders
Jacque Schaendorf
Richard Schmitzer
Keith Shearer

SILVER \$1,000-\$2,499

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