ABOUT WSIA

The Wholesale & Specialty Insurance Association (WSIA) is a world-class member service organization representing the entirety of the wholesale, specialty and surplus lines industry. The Wholesale & Specialty Insurance Association was formed in 2017 through the merger of the American Association of Managing General Agents (AAMGA) and the National Association of Professional Surplus Lines Offices (NAPSLO).

WSIA members strive to build profitable business relationships in the wholesale, specialty and surplus lines insurance industry. WSIA is dedicated to developing and strengthening the industry and provides members unparalleled:

Networking
Education
Talent recruitment and development initiatives
Regulatory and legislative advocacy
Promotion of wholesale value

WSIA's membership consists of 745 member firms, including U.S. Wholesale, U.S. Insurance Market, Associate and Service members, representing tens of thousands of individual brokers, insurance company professionals, underwriters and other insurance professionals worldwide conducting business in the U.S. surplus lines market.

WSIA members of all shapes and sizes gain a competitive advantage in the marketplace through active participation in the only association dedicated specifically to the wholesale, specialty and surplus lines insurance industry.

MISSION

The Wholesale & Specialty Insurance Association is the non-profit association of professionals and specialty market leaders dedicated to the wholesale distribution system. The Wholesale & Specialty Insurance Association represents the interests of its members and the valuable role they play in the insurance market through networking, education, talent recruitment and development, regulatory and legislative advocacy for the wholesale, specialty and surplus lines industry, and by promoting the value of the wholesale distribution channel.

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Dear WSIA Members,

On behalf of the Board of Directors, I am pleased to present the 2018 WSIA Annual Report, which outlines the association’s financial health and notable accomplishments during the last fiscal year. I hope you take time to read it and join me in feeling proud of the association and the benefits of membership. During the last year, our first as a fully merged association, WSIA’s successes included remarkable progress in state and federal regulatory and legislative advocacy, record contributions to the WSIA PAC, record-setting attendance at association networking events, a comprehensive slate of WSIA education programs and growth in both career development and internship initiatives.

WSIA’s Underwriting Summit and Annual Marketplace are undoubtedly the premier networking events for this industry. The 2018 Annual Marketplace boasted a record attendance and the 2018 Underwriting Summit, which was a first for our merged association, also set record attendance from its legacy events. WSIA’s U40 also hosted a successful Annual Meeting as it grew in membership and value during the year.

WSIA education programs continue to offer exceptional value and professional development training to members in all phases of their careers. 2018 marked the first full year of our merged association and the WSIA team and education committee continue to refine and improve those offerings to best meet the professional development needs of members. The association’s career development and internship programs also continue to grow and improve as WSIA helps educate, recruit and cultivate new talent into our great industry.

The association also continued to emphasize the value of the wholesale distribution system in the insurance marketplace by incorporating that value proposition into all messaging, both internal and external. It was integrated into paid advertising and earned editorial placements that WSIA secured throughout the year on behalf of members. WSIA is committed to spreading the message that its members bring cost-effective expertise and innovation to complex insurance risks.

WSIA is only able to provide these valuable member services thanks to our committed volunteers and strong financial position, which help effectively promote, advocate for and protect our industry.

I want to offer a hearty thank you to the almost 300 committee volunteers who help make this work possible. WSIA’s member-volunteers are vital to the association’s ability to continue to offer unparalleled value to members.
WSIA MEMBER SERVICES

AS THE AUTHORITATIVE VOICE of the wholesale, specialty and surplus lines industry, WSIA is committed to providing networking opportunities, regulatory and legislative advocacy and education and career development programs for members.

This report highlights WSIA’s fiscal year 2018 financial position and accomplishments, and it celebrates the strength and relevance of the wholesale distribution system and the wholesale, specialty and surplus lines industry. Representing the culmination of WSIA’s first full year of existence, we are very proud of the work that has been achieved.

The WSIA Board of Directors and professional staff collaborate with a strong group of dedicated volunteers, whose work ensures that WSIA membership delivers a tremendous return on your investment by providing valuable programs and services. Every WSIA member plays an important role in maximizing the association’s effectiveness for the membership-at-large. Thank you to each of you as members for all you give back to WSIA and the industry.

Brady R. Kelley
Executive Director

Legislation and Regulation

• WSIA invested $459,627 in state and federal advocacy services, working on behalf of members, with primary focus on full and uniform implementation of the NRRA and revising the federal definition of private flood insurance.

• In February, members of WSIA’s Executive Committee, Legislative Committee, PAC Committee and U40 Board held 36 meetings with members of Congress and their senior staff to provide general education about surplus lines and advocate for insurance legislative issues important to the membership.

• Contributions to the WSIA PAC came from 249 individuals and totaled $141,887, representing WSIA’s largest year of fundraising in the PAC’s history, with an increase of 10.7% from the previous year.

Networking

• 1,362 members attended the 2018 WSIA Underwriting & Leadership Summit in Phoenix, AZ, the merged event that combined the legacy AAMGA Annual Meeting and WSIA Mid-Year Leadership Forum.

• 351 members participated in the 2018 Automation Conference in Las Vegas, NV, which was record-setting attendance.

• 4,451 members attended the 2018 WSIA Annual Marketplace in Atlanta, setting a record for the event.

• Hosted a successful 2018 U40 Annual Meeting in Lake Tahoe, NV with 165 attendees who gathered for networking, education and philanthropy.

4,451 ANNUAL MARKETPLACE ATTENDEES

Education and Professional Development Programs

• WSIA offered 11 on-site education programs in 2018, with 719 participants.

• Excess & Surplus Lines, 105 participants

• Underwriting Boot Camp, 57 participants

• Consultative Selling and Negotiations, 60 participants

• Marcus Payne Advanced E&S, 51 participants

• Effective Coaching, 12 participants

• Surplus Lines Management, 50 participants

• WSIA Universities, 354

• Executive Leadership Summit, 30 participants

• Online courses, 687 participants

719 ON-SITE EDUCATION PARTICIPANTS

$141,887 TO WSIA PAC
WSIA Education Foundation

• Successfully merged the legacy associations’ foundations to form the WSIA Education Foundation.
• Committed $90,000 to scholarships to 21 students at 15 universities.
• Sponsored the 2018 A.M. Best Special Report - U.S. Surplus Lines Market Review. The report found:
  + The surplus lines market is financially stable, surplus lines carrier ratings are strong and outpacing the standard market, with no financial impairments in the last 14 years.
  + Surplus lines insurers generated a 5.8% increase in DWP in 2017.
  + Surplus lines premium totaled $44.9 billion, reaching its highest point in history.
• Raised $955,653 to support the work of the Foundation. The Foundation ended fiscal year 2018 with $11.0 million in assets.
• Conferred 95 ASLI designees in 2018, bringing the total to 2,562 since 1997.

Career Development, Internship and U40

• Placed 17 interns with 24 WSIA member firms for summer positions, and two interns with Lindon hosts, with an investment of $273,807 from WSIA, and more significant investments from the WSIA member hosts.
• Reached more than 2,700 college students with WISA’s career development message by presenting during 40 college visits, three symposiums and three Gamma Iota Sigma events, representing an increase of 6.2% students reached over the prior year.
• Grew WSIA’s U40 membership to 1,262.

Marketing and Communications

• Hosted 120,480 user sessions on www.wsia.org, with a total of 429,006 pageviews during the year.
• Invested $200,000 in the Whole-sale Value messaging campaign in fiscal year 2018. The messaging campaign generating an estimated $168,576 in earned editorial placement, and approximately 2.1 million impressions through paid advertising.
• Delivered 118 WSIA newsletters and e-News updates to members, with an average open rate of 27%.
• Utilized social media to publicize and drive traffic to WSIA News and alert members to specific registration opportunities and deadlines.

REACHED MORE THAN 2,700+ COLLEGE STUDENTS
DeCarlo, AmWINS, was honored with the Charles McAlear/WSIA Industry Award, given to an individual whose dedication and accomplishments have left a profound mark on the association and the wholesale, specialty and surplus lines marketplace.

DeCarlo began his career with Crum & Forster and later joined The London Agency as its chief financial officer. He was a founding partner of Royal Specialty Underwriting (RSUI), serving as executive vice president and chief financial officer, later becoming senior vice president of what was then RSUI’s parent company, Royal & Sun Alliance. He has served as chief executive officer of AmWINS from December 2000 to 2018 and as executive chairman since 2018. Steve was the winner of Ernst & Young’s prestigious Entrepreneur of the Year award in the Carolinas for the financial services category in 2009. He is also a dedicated philanthropist.

Owens was honored with the Vincent Donahue Lifetime Achievement Award, which is given to an individual for distinguished service and significant contributions to the association and the industry. The Donahue award has only been presented 12 times since it began in 1992.

Owens began in the industry in 1990 after purchasing an MGA underwriting operation, which merged with RPS in 2001. He served as Area President for the Lexington operation and a Regional President, Eastern Region, prior to being named to President of National Programs for RPS in 2014. He was involved in legislative affairs at the national level since 2006 when he joined the association’s Legislative Committee.

He served as AAMGA Treasurer and AAMGA Education Foundation for nine years, spearheading its budgets, finances, investments and independent audits. He also served as Vice-Chair of the AAMGA/NAPSLO Merger Committee and a driving force behind the merger’s success and as Secretary-Treasurer at WSIA’s formation.

Greenebaum, CRC, was recognized with the President’s Award, established in 1990 to recognize a Committee Chair for outstanding leadership and service to the association. Through his work as Co-Chair of the Internship Committee, Greenebaum has led impressive work to enhance the internship program and identify top talent for members hosting interns each summer as he ensures that the program creates great opportunities for students interested in joining the industry.
Keri Kish, WSIA, was honored as the Richard Bouhan Legislative Advocacy Award recipient, which honors an individual who has provided a high level of support and service to the association at the state and federal level. As a WSIA team member, Kish has supported the Legislative Committee for many years and has been an integral part of the association’s advocacy efforts, including through the annual Legislative Fly-in to Washington D.C.

Chris Behymer, Markel, was recognized with the Dana Roehrig Past President’s Award, named for one of NAPSLO’s first presidents, which honors a member for outstanding committee service and contributions to the association. Behymer has invested a great deal of time and energy to the association’s education and talent development initiatives by speaking to university students, teaching at education programs and engaging young professionals through WSIA’s U40.

Bob Michalski, RT Specialty, was honored with the Earle Dillard Award, named after one of AAMGA’s great leaders, which honors the efforts of a hard-working leader of one of WSIA’s committees. Michalski has provided exceptional support to the Automation Committee for many years. His patience and persistence in merging the AAMGA Automation Committee and NAPSLO Technology Committee, and his outstanding leadership through the transition, made the 2018 Automation Conference a great success.

Six WSIA members were honored for their service at the 2018 Underwriting Summit. These individuals provided outstanding leadership to the industry and the association.
The Audit & Compliance Committee assists the Board in overseeing the association’s long-term financial health. The Committee oversees the periodic financial reporting and the annual audit. In addition, the Committee assists the association staff in managing association assets, including its investments and related performance in relation to established policies and targets.

2018 KEY INITIATIVES AND ACCOMPLISHMENTS

- The Financial Review Subcommittee reviewed WSIA’s financial statements on a quarterly basis and worked with WSIA staff to address any questions or financial reporting issues that arose. The WSIA Board reviewed WSIA’s financial statements on at least a quarterly basis.

- The Investment Review Subcommittee began the process of consolidating the two legacy investment portfolios to one management firm. The Subcommittee reviewed monthly investment reports from WSIA’s investment manager to ensure compliance with the association’s investment policy statement and monitor investment performance in relation to portfolio benchmarks.

- The Committee met with the independent auditors from Mayer Hoffman McCann (MHM) and discussed results of the December 31, 2017 and 2018 audits, including an unmodified audit opinion, no material financial statement adjustments, and no material weaknesses in WSIA’s internal control structure. The final audit and correspondence regarding the audit and WSIA’s internal controls were presented to the Board of Directors and all WSIA members at the 2019 Underwriting Summit.

2018 COMMITTEE MEMBERS

Chair
Davis Moore
Worldwide Facilities, LLC

Gerald Ayash
Western World / Validus Group

Kyle Bolls
SLTX

Tony Constanzo
XS Brokers Insurance Agency

William A. Fink
Delta General Agency Corp.

Duffy Koller
Amitrust E&S Insurance

Doug Lang
Western World / Validus Group

Snezana Obradovic
Outsource Insurance Professionals, Inc.

Ravi Patel
Hallmark Financial Services, Inc.

Patrick Porter
MUSIC

Jennifer Sanes
Bass Underwriters, Inc.

Lee Sjostrom
RSUI Group, Inc.

Andy Swenson
Zurich
The mission of the Automation Committee is to plan and execute the wholesale insurance market’s only annual Automation Conference; inform members about current industry technology issues by researching and developing Tech Tips related to the surplus lines insurance industry; foster development and innovation of technology standards for the industry and members, and work with other industry organizations on technology initiatives impacting the surplus lines industry.

**2018 KEY INITIATIVES AND ACCOMPLISHMENTS**

- Produced a successful Automation Conference in Las Vegas, NV with a record 351 registered attendees. The event featured a keynote presentation, education sessions, vendor tours, TED Talks and networking opportunities for attendees.
- Published periodic Technology News updates for members that addressed a variety of topics, including some identified by the Emerging Issues & Innovation Committee through the Heat Map process as key issues for WSIA members.

**2018 COMMITTEE MEMBERS**

Co-Chair
Shannon Dahlke Applegate  
MHI, a division of Worldwide Facilities, LLC

Co-Chair
Matthew Scott  
Global Indemnity Insurance

Greg Blanford  
RT Specialty

Cristy Brewer  
Atlantic Casualty Insurance Co.

Jason Brooks  
Western World / Validus Group

Brandt Christopher  
Insurance House

Chuck Clemens  
Maxum Indemnity Company

Zachary Frederick  
Tuscano Agency, Inc.

Joseph Gianzanti  
Bass Underwriters, Inc.

Scott Good  
AmWINs Group, Inc.

Robert Michalski  
RT Specialty

Tammie Miller  
Risk Placement Services, Inc.

Scott Montney  
Cochrane & Co.

Sam Pless  
MHI, a division of Worldwide Facilities, LLC

Rick Rader  
Myron F. Steves & Company

Marie Reed  
Nationwide E&S/Specialty

Mike Roy  
RT Specialty

Scott Sauter  
Canopius

Chris Stratton  
Atlantic Casualty Insurance Co.

Sarah Thacker  
Lloyd’s

Tate Tooley  
Bloss & Dillard, Inc.

Jason Wiley  
Nautilus Insurance Group

Garick Zillgitt  
Swiss Re Corporate Solutions
The Career Development Committee’s mission is to network with WSIA members to create interest, awareness and enthusiasm about careers in the wholesale, specialty and surplus lines industry with bright, enthusiastic college students. The Committee encourages the exchange of educational and industry information and promotes professionalism while encouraging students and professionals to become more involved in the wholesale, specialty and surplus lines community.

2018 KEY INITIATIVES AND ACCOMPLISHMENTS

- Raised awareness about industry career opportunities with presentations on 40 college campuses, reaching 2,759 students considering careers in insurance.
- Collaborated with the WSIA Education Foundation to present career fairs, symposiums and attend Gamma Iota Sigma conferences to interact with risk management students across the country about careers in the industry. WSIA continues to enhance these opportunities, with the addition of a new symposium at Arizona State University, and an increasing level of management and logistical support surrounding them.
  + Surplus Lines Symposium, Troy University – 174 students from 23 universities
  + Extreme Risk Takers Symposium, Illinois State University – 132 students from 22 universities
  + Wholesale & Specialty Insurance Symposium, Arizona State University – 102 students from 9 universities
- Introduced the WSIA White Paper Contest to expand surplus lines awareness and knowledge for risk management and insurance students. Twenty participants submitted research papers on one of five pre-selected topics. Three winners were chosen who received $1,000 each and the opportunity to attend the WSIA Underwriting Summit with their faculty sponsor.
The WSIA Education Committee is committed to providing high quality excess and surplus lines educational offerings that meet the professional development needs of WSIA members and associated industry constituents throughout their careers while also meeting the education curriculum mission.

2018 KEY INITIATIVES AND ACCOMPLISHMENTS

- Continued to offer and refine education and career development opportunities that support WSIA members throughout their careers. WSIA offered 11 on-site education programs in 2018, with 719 participants and 687 participants in online courses.

- During 2018, 79 members and 273 students completed the Surplus Lines Fundamentals online program, developed in partnership with The Institutes. The Regulatory Compliance online course was completed by 335 members.

- Continued to offer more materials online in advance of programs to allow participants to prepare and share ideas in a streamlined way.

- The WSIA Scholarship Program provided scholarships to members from scheduled states to participate in WSIA schools. In 2018, three scholarships were awarded to members of the Florida Surplus Lines Association and the New Jersey Surplus Lines Association.

2018 COMMITTEE MEMBERS

Co-Chair
Brenda (Ballard) Austenfeld
RT Specialty

Co-Chair
Harry Johnson II
Johnson & Johnson, Inc.

Nancy Alonso
Colony Specialty

David Archiable
Great American Risk Solutions

Deirdre Barbee
MUSIC

Lisa Barnes
MHI, a division of Worldwide Facilities, LLC

Chris Behymer
Markel - West / Scottsdale

Wendy Bissonnette
AmWINS Group, Inc.

Jennie Carr
Arlington/Roe

Evelyn Corrigan
National E&S

Paul Dastis
Navigators Management Co.

Cara Delestienne
USG Insurance Services, Inc.

Erin Dolan
RSUI Group, Inc.

John Farrey
Burns & Farrey, P.C.

Nir Gabay
Admiral Insurance Group

Felix Ganz
Couch Baumsdorf Insurance Group

Glenn Hargrove
All Risks, Ltd.

Jeff Henry
AmWINS Brokerage

Eric Huntley
Bass Underwriters, Inc.

Rachel Khathkhate
Seneca Specialty

Regina Kirwan
GenStar

Jason Kunert
Nationwide E&S/Specialty

Shawn Makowski
Benchmark Management Group

Rosemarie Marshall
AmWINS Access

Phillip McCrorie CPCU
RSUI Group, Inc.

Matija Obradovic
Outsource Insurance Professionals, Inc.

Jamie Olson
Nationwide E&S/Specialty

Rachel Pagliarulo
GenStar

Cole Palmer
GenStar

Chip Peccio
RSUI Group, Inc.

Jeffrey Peticrow
CRC

Kandis Pinkstaff
Maximum - Tampa

Rick Pitts
Arlington/Roe

Monique Riley
Markel - West / Scottsdale

Lora Robbins
All Risks, Ltd.

Linda Shames
GenStar

Mike Shannon
TriFit Business Development

Danielle (Crapanzano) Sheridan
Kinsale Insurance

Barbara Simpson
Russell Bond/New England

Kristen Skender
Jimcor Agency, Inc.

Rosemary Sloane
AmWINS Group, Inc.

Rodney Smith
Lloyd’s Atlanta

Hannah Strok
Griffin Underwriting Services

Esmeralda Temores
Worldwide Facilities, LLC

Dave Toombs
Bell & Clements Inc.

Lisa Van Leuvan
RPS Metcom

Teresa Vaughn
Johnson & Johnson
The Emerging Issues & Innovation Committee serves the WSIA membership and wholesale insurance industry across all segments of the marketplace by collaboratively identifying, evaluating, discussing and providing useful knowledge that will enable the membership to better analyze, manage and underwrite emerging issues and trends.

2018 KEY INITIATIVES AND ACCOMPLISHMENTS

• Conducted the biannual Heat Map survey of members to identify developing trends in the surplus lines industry and define their influence on business. Survey responses from 370 members were compiled and analyzed to develop the 2018 Heat Map document, which identifies and illustrates predominant themes and is available to members and media. Findings are also incorporated into future planning for education program curriculum, member webinars and White Paper research topics.

• Published six new or updated research papers on trending topics that identify how they’re impacting the wholesale, specialty and surplus lines industry. Those papers were made available on an updated committee web page that also includes relevant news articles for members.

2018 COMMITTEE MEMBERS

Co-Chair
Bryan Clark
Gorst & Compass Insurance

Co-Chair
Gary L. Tiepelman
Western World/Validus Group

Robert L. Aheart
RT Specialty

Karen J. Alford
Nationwide E&S/Specialty

Andrew Grim
Brown & Riding Insurance

Keith Hinson
Standard Lines Brokerage

Barbara Ingraham
Verisk Insurance Solutions

Elissa Kelly
Nationwide E&S/Specialty

Joshua W. Korver
The Insurance Center

Jim Kranzberg
Bell & Clements Inc.

David Laquidara
Jimcor Agency Inc.

Matt Lynch
RPS Minneapolis

Matthew Meyer
RPS Lexington

Mark Rector
Lloyd’s New York

Greg Ricker
Atlantic Casualty Insurance Co.

Ryan Stabile
Tuscano Agency, Inc.

Aleksa Stejicic
Outsource Insurance Professionals, Inc.

Kevin M. Tromer
MacNeill Group, Inc.

Steven Tunks
Oxford Insurance Brokers Ltd.

Anitta Valdez
Munich Re

Joe Valenza
Virtue Risk Partners

Patrick White
RSUI Group, Inc.
The WSIA Annual Marketplace and Underwriting Summit provide the industry’s premiere opportunities for members to network and participate in programs and presentations that are relevant to the surplus lines industry.

2018 KEY INITIATIVES AND ACCOMPLISHMENTS

- Hosted the inaugural Underwriting Summit in Phoenix, with 1,362 attendees. The event provided networking for the underwriting and delegated authority segment of the WSIA membership, an opportunity for the leadership of all member firms to collaborate on strategic issues facing the marketplace, a more relaxed, intimate environment in contrast with the much larger and faster-paced Annual Marketplace and included the annual business meeting as part of the opening session.

- Hosted the 2018 Annual Marketplace in Atlanta, GA with 4,551 attendees, which was the largest on record. The event provided networking opportunities in Brokers’ Lounges and The Club for a large segment of the WSIA membership, U40-hosted education sessions and opening reception.

- Introduced a Program Specialist Lounge at both events, with dedicated meeting space offering networking opportunities for program specialists.

- Expanded and offered Brokers’ Club reserved tables at both the Underwriting Summit and Annual Marketplace, which sold out at both events.

2018 COMMITTEE MEMBERS

Chair
Joel D. Cavaness
RPS Rolling Meadows

Robert P. Abramson
AmWINS Brokerage

Laura Beckmann
AmRISC, LLC

Chris Bentley
Hallmark Financial Services, Inc.

Larry C. Bobb
Insurance Intermediaries, Inc.

Mike Brennan
Geri Re

Michael Brown
Golden Bear Insurance Company

Adam Care
Hartford Steam Boiler Inspection & Ins.

Christie Claud
Engle Martin & Associates

Mark Depperschmidt
DMP BPO

Randy L. Doss
CRC

Daniel Drennen
Environmental Ins. Services

Steve Dresner
Crum & Forster Wholesale E&S

Dennis N. Dunne
Trigon, Inc.

Steve Eilers
Geri Re

Chris Giadrosich
Colony Specialty

Steve Girard
Markel Assurance

Douglas Goode
Align General Ins. Agency, LLC

Dawn Gordon
Brown & Riding Insurance

David Grimley
Munich Re

Wendy Houser
Markel - Mid South

Valerie Martin
Brown & Riding Insurance

Lois Massa
G.J. Sullivan Co.

Brian Molusis
Vital Insurance Partners, LLC

Stephen Nadeau
Western World / Validus Group

Brian Norman
Norman-Spencer Agency, Inc.

Vladimir Peraza
CRC

Karla Rodriguez
Bass Underwriters, Inc.

Bart Schaffer MBA
Colony Specialty

Lucas Snyder
Snyder Specialty, LLC

Stephen Standing
Worldwide Facilities, LLC

Coryn F. Thalmann
Jimcor Agencies

Bill Turgeon
Bass Underwriters, Inc.
The mission of the Internship Committee is to attract bright, enthusiastic college juniors and seniors majoring in Insurance/Risk Management to our industry through the WSIA Internship Program.

2018 KEY INITIATIVES AND ACCOMPLISHMENTS

- Coordinated the 2018 J.H. Blades Scholars’ experience in London for Meredith Durden, Troy University graduate, and Will Egan, University of Georgia graduate.
- Placed 17 interns in the 2018 WSIA Internship Program, hosted by 24 member firms. The Intern Orientation Program continued to better prepare interns for the culture of the surplus lines insurance professional environment.
- Received a record 79 eligible applicants from 32 universities for the 2019 summer program, an increase of 20% over the prior year.
The Legislative Committee is dedicated to promoting the legislative and regulatory interests of WSIA members and the surplus lines industry.

**2018 KEY INITIATIVES AND ACCOMPLISHMENTS**

- Monitored all state and federal legislative and regulatory activity of interest or with potential impacts to the surplus lines industry and provided members with updates and access to online legislative tracking tools throughout the year as bills and regulations developed.

- Continued to build upon the success of the Nonadmitted and Reinsurance Reform Act of 2010 (NRRA), including uniform implementation of the “home state” approach to regulation and taxation of surplus lines transactions. During 2018, WSIA worked with industry partners for legislative reform in Massachusetts, which joined 46 other jurisdictions that now tax 100% of the risk, regardless of where it resides, exclusively on their rates and rules as the home state of the insured. This reform brings efficiency, clarity and uniformity for the industry. Florida, Hawaii, New Hampshire and Vermont are now the only jurisdictions not adhering to the exclusive home state approach.

- In February, members of WSIA’s Executive Committee, Legislative Committee, PAC Committee and U40 Board held 36 meetings with members of Congress and their senior staff to provide general education about surplus lines and advocate for insurance legislative issues important to the surplus lines industry. Topics of focus included:
  + General education about the wholesale, specialty and surplus lines industry, the types of products it offers and scenarios on how it is accessed.
  + Encouraging offices to support the clarification of the federal definition of private flood insurance in H.R. 1422/S. 563, the Flood Insurance Market Parity and Modernization Act.
  + Asking for continued protection for the Nonadmitted and Reinsurance Reform Act of 2010 (NRRA) during discussions to reform the Dodd-Frank Act.
  + Support of H.R. 871 to eliminate the P&C industry’s reporting requirement under the Foreign Account Tax Compliance Act (FATCA) and urged Congress and the Treasury Department to take similar action.
The Membership & Ethics Committee’s mission is to recommend new members to the Board of Directors according to the schedule selected by the Board each calendar year. This will include recommendations for voting members: U.S. Wholesale Members, U.S. Insurance Market Members, and Associate Members as well as non-voting members: Service Members, Life Members and Honorary Members.

2018 KEY INITIATIVES AND ACCOMPLISHMENTS

- Since WSIA’s inception on August 1, 2017, through December 31, 2018, the committee reviewed 84 new membership applications and approved 25 U.S. Wholesale applications, 14 U.S. Insurance Market applications, 6 Associate and 39 Service Member applications.
- Supported the development of online membership applications that enabled prospective members to more efficiently complete applications and references, as well as streamline the membership application review process.

### 2018 COMMITTEE MEMBERS

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<td>Patrick Albrecht</td>
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<td>Lindy Gardner</td>
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<td></td>
</tr>
<tr>
<td>Admiral Insurance Group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Michael Hattaway</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hallmark Financial Services, Inc.</td>
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<tr>
<td>William Hildebrand</td>
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<tr>
<td>GCube Insurance Services</td>
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<tr>
<td>Timothy P. Hochkeppel</td>
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<td></td>
</tr>
<tr>
<td>Western World / Validus Group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tanya Holman</td>
<td></td>
<td></td>
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<tr>
<td>AmWINS Transportation Underwriters, Inc.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Robert C. Itzinger</td>
<td></td>
<td></td>
</tr>
<tr>
<td>RF Specialty</td>
<td></td>
<td></td>
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<tr>
<td>Michael James</td>
<td></td>
<td></td>
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<tr>
<td>Chesterfield Insurance Brokers</td>
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<td></td>
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</tbody>
</table>

### WSIA MEMBERS BY TYPE

<table>
<thead>
<tr>
<th>Membership Type</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Wholesale Members</td>
<td>346</td>
</tr>
<tr>
<td>U.S. Insurance Market Members</td>
<td>125</td>
</tr>
<tr>
<td>Associate Members</td>
<td>92</td>
</tr>
<tr>
<td>Service Members</td>
<td>182</td>
</tr>
<tr>
<td>Total Member Firms</td>
<td>745</td>
</tr>
</tbody>
</table>

957 branch offices 1,702 total offices
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.

2018 KEY INITIATIVES AND ACCOMPLISHMENTS

- Received $141,887 in contributions from 249 individual contributors, setting a record for the total contributions to the PAC.
- Contributed $106,500 in 2017 and $55,700 in 2018 to federal candidates whose philosophies are consistent with WSIA members’ goals for the surplus lines industry.
- Enhanced efforts to raise awareness about the purpose of the WSIA PAC with all WSIA members, and the importance of member support, with more targeted messaging in WSIA publications and an enhanced presence on the WSIA PAC website and the development of an updated PAC video.

2018 POLITICAL ACTION COMMITTEE

2018 WSIA PAC CONTRIBUTORS

WSIA PAC contributions came from 249 individuals and ranged in amount from $10 to $5,000 in 2018.

2018 COMMITTEE MEMBERS

Chair
Bruce Kessler
Westchester

Shawnae Bentley
Munich Reinsurance America, Inc.

Lynn Bordelon
MHI, a division of Worldwide Facilities, LLC

William Cunningham
DMP BPO

Timothy Drag
Starr Surplus Lines

Mimi Fiske
Markel Corporation

James P. Gainey
Bass Underwriters, Inc.

K. Pierson Jones
Houston Casualty Company

Mike Jones
SCU

Fred E. Karlinsky
Greenberg Traurig

Daniel J. Kaufman
Burns & Wilcox

Mick Kroll
AmWINS Group, Inc.

Henry A. Lopez
Navigators Management Co.

Frank Martino
All Risks, Ltd.

David Nelson
Nationwide E&S/Specialty

Tim Pedersen Jr.
Brown & Riding Insurance

PLATINUM CONTRIBUTOR - $5,000
Chubb PAC
Nick Cortesi
Steve DeCarlo
David Leonard
Nationwide PAC
Matt Nichols
Patrick Ryan

SILVER CONTRIBUTOR - $1,000 to $2,499
Josh Ammons
Brenda (Ballard) Austenfeld
Ben Briso
Edward Berlinger
Sandra Breedlove
Sue Brennan
David Brinkerhoff
Joel Caveness
Scott Culler
Joseph Davis
Steven Fabricant
Mimi Fiske
Matt Galtney
Chad Hall
Brian Houghlin
Chris Houska
Alex Jeerski
Francis Johnson
Corinne Jones
Fred Karlinsky
Brady Kelley
Jeff Leifer
Sarah Lin
Len LoVallo
Edward McCormack
Brad McFadden
Devon Minarik
Hugh Monney
Todd Nielsen
Dave Obenauer
Dave Pietrowski
Brian Flynn
Troy Fororn
Tish Fournet
Rich Gobler
Diane Griffl
Andrew Grim
Steve Gross
Gleni Hargrove
Bill Hildebrand
Amicia Hine
Keith Hinson
Wendy Houser
Matthew Huesl
Keri Kish
Nicole Krakar
Mick Kroll
Jeff Lamb
David Lupica
Matt Lynch
Rosemarie Marshall
Valerie Martin
Mark Maucere
Robert McEwen
Kelsey Moore
Lindsey Moore
Teri Moran
Daniel Muldowney
Jason Murray
Clint Nokes
David Osacek
Bobby Owens
Robert Owens
Tim Pedersen Jr.
David Roberts
Franklin Sanders
Robert Sanders, Jr.
Matt Scott
Jan Shemanske
Tiffany Shillito
Ben Sloop
Paul Springman
Corin Thalman
Gary Tiegelson
Kevin Troner
Ron Vindivich
John Wood

BRONZE CONTRIBUTOR - $250 to $999
Nick Abraham
Patrick Albrecht
Laura Allen
Scott Anderson
Chris Bentley
Lynn Bordelon
Tim Chua
David Charlton
Lori Chechier
Tony Chima
Bryan Clark
Shannon Dalke
Applegate
Tom DeCots
Don Deising
Tim DeRham
Randy Doss
James Dowdy
Tim Drax
Steven Drenser
GeraldDupre
Steve Elters
Jeff Fields

CONTRIBUTOR - less than $250
John Anthony
Tim Antonov
David Archable
Erik Bagley
Lisa Barnes
Laura Bates
Chris Behymer
Yorina Benitez
Shawnae Bentley
Jeff Bezdol
Matt Brady
Martha Buretz
Thomas Burtle
Scott Callender
Justin Cardullo
Matt Carpenter
Jennie Carr
Jeremy Chaselay
Matt Cibulskas
John Clarke

Brooks Cachran
Lisa Collins
Callie Connor
Evelyn Corrigan
Caley Craig
William Cunningham
Alyson Currier
Diana DeMent
Jeff Diefenbach
Erin Dolan
Darin Dolan
Daniel Drennen
Ross Driscoll Sr.
Kortney Eidson
Lance Estor
Eric Fambrough
Vicky Fleming
Jake Fleming
Julie Fritz
Jim Fritz
Bill Gatewood
Adam Geiss
Albert Geraci
Steve Girard
Harvey Goldenberg
John Goolsby
Hank Haldeman
Susan Henderson
Debbie Hill
Steve Hood
Nicole Huckstorf
Liam Hutelmyer
Lorelei Johannsen
Brent Johnson

Mike Jones
Piers Jones
Elissa Kelly
Kathy Kerekes
Josh Kower
Marie Kovacik
Leslie Lloyd
Henry Lopez
James Lynch
Dan Maher
Shawn Makowski
Tim Makowski
Kathleen Malek
Rich Marburg
Denise Marshall
Frank Martino
Adam Mazan
Ben McKay
Jonathan McKenzie
John Meetz
Matthew Meyer
Kay Miller
Mike Mitchell
Cat Moran
Elizabeth Nettesheim
Bryan Neville
Norman
Jamie Olson
Kristin Owens
Rachel Pagliarulo
Cole Palmer
Jean Patterson
Chet Persch
Chris Peterson
Elizabeth Piche

Golden Contributions - $2,500 to $4,999
BB&T
James Drinkwater
Bob Greenbaum
Gil Hine
Harry Johnson
Alan Kaufman
Danny Kaufman
Bruce Kessler
Carlyt Marner
Davis Moore
Brendan Mulshine
Lana Parks
Brian Sanders
Jacque Schaeufeld
Richard Schmitzer
Tim Turner

Gold Committec - $2,500 to $4,999
Franklin Sanders
Tim Pedersen Jr.
Nationwide E&S/Specialty
All Risks, Ltd.
Navigators Management Co.

AmWINS Group, Inc.
Mick Kroll
Burns & Wilcox

Brown & Riding Insurance

2018 WSIA ANNUAL REPORT
Combining AAMGA net assets of $2.5 million and NAPSLO net assets of $6.8 million, WSIA commenced operations on August 1, 2017 with consolidated net assets of $9.3 million. Among the key benefits of the AAMGA and NAPSLO merger were refinement of the three existing networking events to more effectively meet the needs of members and generate significant cost efficiencies (time and travel) for members while providing attendees effective forums focused on both delegated underwriting and transactional brokerage, and synergy and cost savings by combining the management of two existing organizations. WSIA’s financial results through December 31, 2018 have delivered on the planned cost savings and efficiencies of the merger.

The merger pro forma assumed WSIA net revenues of $849,425 from August 1, 2017 through December 31, 2018. In fact, successful negotiations of event contracts, improvements in the financial performance of the 2017 Annual Marketplace, 2018 Summit and 2018 Annual Marketplace, less staffing than anticipated in the pro forma, the consolidation and management of committee spending, and investment performance together generated an overall improvement of $645,812 over pro forma net revenues.

WSIA reported total revenues of $8.9 million and total expenses of $8.2 million in fiscal year 2018, representing planned decreases of 8.9% and 11.4%, respectively, from the combination of the AAMGA and NAPSLO’s separate operations in fiscal years ending June 30, 2017 and July 31, 2017, respectively. As a result, WSIA closed its 2018 fiscal year in strong financial position with net assets of $10.8 million, representing an operating reserve of 119%.

“The WSIA team and Board are carefully reviewing and benchmarking the association’s operating reserve in order to maintain an appropriate reserve in relation to future risks in the association’s operations, balanced with investing available reserves in services and resources to enhance the value of WSIA benefits to its members. The association’s strong financial position will support continued investment in valuable services in the areas of wholesale value messaging, regulatory and legislative advocacy, growing education and career development programs for WSIA members in the years to come.

WSIA’s financial statements were reviewed by independent auditors, Mayer Hoffman McCann P.C. Their report included an unmodified audit opinion, no financial statement adjustments, and noted no material weaknesses in WSIA’s internal control structure.

“WSIA’s financial results through December 31, 2018 have delivered on the planned cost savings and efficiencies of the merger.”
### WSIA BALANCE SHEET

<table>
<thead>
<tr>
<th>Assets</th>
<th>Dec. 31, 2018</th>
<th>Dec. 31, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$ 2,930,341</td>
<td>$ 551,994</td>
</tr>
<tr>
<td>Investments</td>
<td>9,889,956</td>
<td>10,247,273</td>
</tr>
<tr>
<td>Receivables</td>
<td>510,748</td>
<td>1,101,431</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>463,402</td>
<td>391,394</td>
</tr>
<tr>
<td>Property and Equipment</td>
<td>133,741</td>
<td>160,851</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$ 13,928,188</td>
<td>$ 12,452,943</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>$ 195,130</td>
<td>$ 413,891</td>
</tr>
<tr>
<td>Accrued Expenses</td>
<td>139,931</td>
<td>166,556</td>
</tr>
<tr>
<td>Deferred Rent</td>
<td>71,066</td>
<td>64,688</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>2,639,791</td>
<td>1,690,589</td>
</tr>
<tr>
<td>Funds Held for Others</td>
<td>69,943</td>
<td>–</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>3,115,861</td>
<td>2,335,724</td>
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</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>10,812,327</td>
<td>10,117,219</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong> &amp; Net Assets</td>
<td>$ 13,928,188</td>
<td>$ 12,452,943</td>
</tr>
</tbody>
</table>

### WSIA INCOME STATEMENT

<table>
<thead>
<tr>
<th>Revenues</th>
<th>For the 12 Months Ended</th>
<th>For the 5 Months Ended</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Annual Dues</strong></td>
<td>$ 2,765,858</td>
<td>$ 1,164,473</td>
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<tr>
<td>Program Service Revenue</td>
<td>6,393,299</td>
<td>4,012,996</td>
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<tr>
<td>Other Revenue</td>
<td>---</td>
<td>7,664</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>9,159,157</td>
<td>5,185,133</td>
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<table>
<thead>
<tr>
<th>Expenses</th>
<th>For the 12 Months Ended</th>
<th>For the 5 Months Ended</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>5,295,331</td>
<td>2,820,162</td>
</tr>
<tr>
<td>Committee Activities</td>
<td>1,526,723</td>
<td>611,317</td>
</tr>
<tr>
<td>General and Administrative</td>
<td>1,370,247</td>
<td>1,284,595</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>8,192,301</td>
<td>4,716,074</td>
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<table>
<thead>
<tr>
<th>Investment Income</th>
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<tr>
<td><em>(271,748)</em></td>
<td></td>
<td>331,070</td>
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</table>

| Change in Net Assets          | 695,108                  | 800,129                |
| Net Assets, Beginning of Year | 10,117,219               | 9,317,090              |
| Net Assets, End of Year       | $ 10,812,327             | $ 10,117,219           |
LEADERSHIP

IN MEMORY

2018-2019 EXECUTIVE COMMITTEE

President
Jacqueline M. Schaendorf
Insurance House, Inc.
Atlanta, GA

Vice President
Joel Cavaness
Risk Placement Services, Inc.
Rolling Meadows, IL

Secretary
Bryan Sanders
Markel Assurance
Glen Allen, VA

Treasurer
Davis Moore
Worldwide Facilities, LLC
Los Angeles, CA

Immediate Past President
Corinne Jones
AmWINs Access
Redondo Beach, CA

Matthew Scott
1959-2019

PRESIDENT
Jacqueline M. Schaendorf
Insurance House, Inc.
Atlanta, GA

VICE PRESIDENT
Joel Cavaness
Risk Placement Services, Inc.
Rolling Meadows, IL

SECRETARY
Bryan Sanders
Markel Assurance
Glen Allen, VA

TREASURER
Davis Moore
Worldwide Facilities, LLC
Los Angeles, CA

IMMEDIATE PAST PRESIDENT
Corinne Jones
AmWINs Access
Redondo Beach, CA

BOARD OF DIRECTORS

Patrick Albrecht
Associated Insurance Administrators, Inc.
Montgomery, AL

Shannon Dahlke Applegate
MHI, a division of Worldwide Facilities, LLC

Brenda (Ballard) Austenfeld
RF Speciality
Kansas City, MO

Tim Chaix
R.E. Chaix & Associates
Insurance Brokers, Inc.
Irvine, CA

Bryan Clark
Gorst & Compass Insurance
Chatsworth, CA

Robert Greenebaum
CRC
Chicago, IL

Harry Johnson
Johnson & Johnson Inc.
Charleston, SC

Bruce Kessler
Westchester
Alpharetta, GA

Mark Maucere
CRC Wholesale Group
Parsippany, NJ

Dave Obenauer
CRC Wholesale Group
Parsippany, NJ

Lana Parks
The Parks Group
Arlington, TX

Richard Schmitzer
James River Insurance Company
Richmond, VA

Gary Tiepelman
Western World/Validus Specialty
Scottsdale, AZ

U40 REPRESENTATIVE
Chris Peterson
Chris-Leaf General Agency
Shawnee Mission, KS

WSIA STAFF

Lynley Darkow
Marketing Assistant

Vicky Fleming
Administrative Assistant/Registration Manager

Julie Fritz
Director of Operations

Susan Henderson
Director of Marketing & Communications

Debbie Hill
Director of Meetings & Conventions

Brady Kelley
Executive Director

Keri Kish
Director of Government Relations

Chelsea Lenhart
Education Program and Events Manager

Denise Marshall
Office Manager

John Meetz
State Relations Manager

Justin Mohn
Project Manager

Greta Roberts
Controller

Emily Stubbs
Senior Accountant

Chris Timmerman
Career Development Programs Manager

Josh Vengley
Sr. Enterprise Solutions Administrator
WSIA PAST PRESIDENTS
YEAR
2017-18 Corinne Jones

LEGACY ORG. PAST PRESIDENTS

<table>
<thead>
<tr>
<th>YEAR</th>
<th>AAMGA</th>
<th>NAPSLO</th>
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<tr>
<td>2017</td>
<td>Corinne Jones</td>
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<tr>
<td>2016-17</td>
<td>Ed Levy</td>
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<tr>
<td>2015-16</td>
<td>Roger Ware</td>
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<tr>
<td>2014-15</td>
<td>Matthew Letson, CIW</td>
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<tr>
<td>2013-14</td>
<td>Francis Mastowski, CIW</td>
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<tr>
<td>2012-13</td>
<td>R.C. Chaffin, CIW</td>
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<tr>
<td>2011-12</td>
<td>Wayne Forest, Sr., CIW</td>
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<tr>
<td>2010-11</td>
<td>Mark Rother</td>
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<tr>
<td>2009-10</td>
<td>Curtis Anderson</td>
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<tr>
<td>2008-09</td>
<td>Euclid Black</td>
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<tr>
<td>2007-08</td>
<td>Thomas K. Albrecht</td>
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<tr>
<td>2006-07</td>
<td>Scott Anderson</td>
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<tr>
<td>2005-06</td>
<td>Francis Johnson</td>
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<td>2004-05</td>
<td>Joseph P. Hutelmyer</td>
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<td>2003-04</td>
<td>Ronnie C. Moore</td>
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<td>2002-03</td>
<td>Robert S. Giles</td>
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<td>2001-02</td>
<td>Baron D. Garcia</td>
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<td>2000-01</td>
<td>Leonard T. LoVullo</td>
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<td>1999-01</td>
<td>James A. Roe</td>
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<tr>
<td>1998-99</td>
<td>Paul Davis</td>
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<tr>
<td>1997-98</td>
<td>James Ryan</td>
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<tr>
<td>1996-97</td>
<td>Charles T. Deering</td>
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<tr>
<td>1994-95</td>
<td>Victor D. Giordano</td>
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<tr>
<td>1993-94</td>
<td>Ed Calabrese</td>
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<tr>
<td>1992-93</td>
<td>Fred Steves</td>
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<tr>
<td>1991-92</td>
<td>Thomas B. Rogan</td>
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<tr>
<td>1990-91</td>
<td>Gregory A. Allgeier</td>
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<tr>
<td>1989-90</td>
<td>Louis A. Williams</td>
<td></td>
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<tr>
<td>1988-89</td>
<td>Peter B. Sobie</td>
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</tr>
<tr>
<td>1987-88</td>
<td>Wesley C. Duesenberg, Jr.</td>
<td></td>
</tr>
<tr>
<td>1986-87</td>
<td>Robert F. Welch</td>
<td></td>
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<tr>
<td>1985-86</td>
<td>Avrohn I. Wisenberg</td>
<td></td>
</tr>
<tr>
<td>1984-85</td>
<td>Louis T. Mastos</td>
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<tr>
<td>1983-84</td>
<td>Marie E. Welch A.</td>
<td></td>
</tr>
<tr>
<td>1982-83</td>
<td>Ray R. Johnston</td>
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<tr>
<td>1981-82</td>
<td>Joseph A. Howse</td>
<td></td>
</tr>
<tr>
<td>1980-81</td>
<td>David F. Anderson</td>
<td></td>
</tr>
<tr>
<td>1979-80</td>
<td>Wesley C. Duesenberg, Sr.</td>
<td></td>
</tr>
<tr>
<td>1978-79</td>
<td>Arnold E Bergener</td>
<td></td>
</tr>
<tr>
<td>1977-78</td>
<td>Joseph Distel</td>
<td></td>
</tr>
<tr>
<td>1976-77</td>
<td>Donald S. Drehler</td>
<td></td>
</tr>
<tr>
<td>1975-76</td>
<td>Joseph R. Morford</td>
<td></td>
</tr>
<tr>
<td>1974-75</td>
<td>M.S. Drafteny, Jr.</td>
<td></td>
</tr>
<tr>
<td>1973-74</td>
<td>Earle S. Dillard</td>
<td></td>
</tr>
</tbody>
</table>

YEAR | AAMGA |
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1972-73</td>
<td>Herman M. Lewis</td>
</tr>
<tr>
<td>1971-72</td>
<td>Roger A. Richter</td>
</tr>
<tr>
<td>1970-71</td>
<td>Douglass G. Snyder</td>
</tr>
<tr>
<td>1969-70</td>
<td>James M. Wilson, Jr.</td>
</tr>
<tr>
<td>1968-69</td>
<td>W.E. Kingsley, Sr.</td>
</tr>
<tr>
<td>1967-68</td>
<td>Earl H. Jones</td>
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<tr>
<td>1966-67</td>
<td>William R. Bruce</td>
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<tr>
<td>1965-66</td>
<td>A.C. Boncutter</td>
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<tr>
<td>1964-65</td>
<td>John H. Crowther</td>
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<tr>
<td>1963-64</td>
<td>George W. Hardin</td>
</tr>
<tr>
<td>1962-63</td>
<td>Alvin Shepherd</td>
</tr>
<tr>
<td>1961-62</td>
<td>John A. Bunting</td>
</tr>
<tr>
<td>1960-61</td>
<td>Reed Pennington</td>
</tr>
<tr>
<td>1959-60</td>
<td>Langdon C. Quin, Jr.</td>
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<tr>
<td>1958-59</td>
<td>Aymar W. Marshall</td>
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<tr>
<td>1957-58</td>
<td>Joseph A. Rogers</td>
</tr>
<tr>
<td>1956-57</td>
<td>F.W. Brundick Jr.</td>
</tr>
<tr>
<td>1955-56</td>
<td>Barney Vanston</td>
</tr>
<tr>
<td>1954-55</td>
<td>Carl N. Homer</td>
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<td>Thomas L. Laue</td>
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* deceased

THE PAST PRESIDENTS COUNCIL

The Past Presidents Council provides counsel to the current WSIA President and Board of Directors on issues and assists with special projects as needed. A number of Past Presidents remain actively engaged in the industry and activities of the association. This wealth of knowledge, experience and leadership is critically important and valuable to the WSIA Team, Officers and Board of Directors in ensuring the continued success of the organization and its membership services and operations.