



# 2018 NCCIA Annual Conference Schedule of Events

Monday, August 20th

**9:00**

**REGISTRATION OPENS**  
Symphony Foyer

**9:00 – 10:45**

**BOARD OF DIRECTORS MEETINGS**  
Board Room

**10:00 – 2:00**

**GOLF TOURNAMENT (Scramble Format)**  
Raintree Country Club

**1:00 – 4:00**

**OPTIONAL SEMINAR**  
Symphony VI

**AN INTRODUCTION TO CAPTIVE INSURANCE AND THE FUNDAMENTALS OF CAPTIVE  
INSURANCE**

This seminar will explain the basics of captive insurance companies, what they are, their purpose, how they are structured, managed and their advantages, as well as the tax rules surrounding their utilization.

**Panel:** Patrick Long, River Oak Risk; Debbie Walker, NCDOI

**Sponsored by River Oak Risk**

**3:00 – 5:00**

**COMMITTEE MEETINGS:** (Meet at Chairs Call, Check Registration Desk for location)

Ethics  
Government Affairs  
Membership  
Publications

**12 noon – 4 :00**

**EXHIBIT SET UP**

**Symphony III**

**5:00**

**OPENING PLENARY SESSION:** Col. J. Quincy Collins, USAF Retired

**Symphony IV**

**Out of the Blue....**Delivers a Powerful Message of The Life Changing Experience of Being Held as a POW in the Hanoi Hilton During the Vietnam War and How it Strengthened His Love of Country and Sent Him Down His Life's Path.

**OPENING RECEPTION** (at conclusion of Plenary)

**Symphony III**

**Sponsored by Management Services International**

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**Tuesday, August 21st**

**8:00**

**REGISTRATION OPENS**

**Symphony Foyer**

**Coffee sponsored by Rives & Associates**

**9:00 – 10:00**

**PLENARY SESSION:** The NC Department of Insurance And North Carolina's Captive Insurance Company Program Today.

**Symphony IV**

Panel: Dr. Michelle Osborne, Chief Deputy Commissioner; Debbie Walker, Senior Deputy Commissioner/Captive Insurance Companies Division and the NCDOI Captive Insurance Company Team.

**10:00 – 10:30**

**BREAK**

**Symphony III**

**Sponsored by Womble Bond Dickinson**

**10:30 – 11:30**

**CONCURRENT SESSIONS A & B**

**SESSION A**

**Carolina D**

**The Path Forward:** Opportunities beyond enterprise risks for mature small captives: Learn how mature small captives can boost underwriting returns, insure new lines of coverage, and enhance their risk diversification by taking advantage of the opportunities created by the PATH Act.

Panel: Ron Adams, , Baker Roofing; Scott Syphers, CIC Management; Matthew Holycross, The Taft Companies

**SESSION B**

**Symphony B**

**You Want To Invest In What?** This session provides an in depth discussion about types of alternative investments, when they are permissible, and accounting, tax and regulatory challenges.

Panel: LeAnne Rafalko, NCDOI; Diana Hill, Rives & Associates; David Fiebig, AMS Financial Group

**12:00 – 1:30**  
**ANNUAL COMMISSIONER'S LUNCHEON**  
**Symphony IV**

Commissioner Mike Causey  
Leon Rives, NCCIA Chair

**Sponsored by Webb & Coyle, PLLC**

**2:00 – 3:00**  
**CONCURRENT SESSIONS C & D**

**SESSION C**  
**Symphony VI**

**Marijuana Farms: Are They an Insurable Risk?** This session will explore the opportunities presented by the rapidly expanding cannabis industry for alternative risk transfer, the legal and practical issues a captive insuring cannabis-related risks may encounter, and the major things captive professionals should consider before working with a cannabis-related business.

Panel: Mathew Queen, Venture Captive Management; Karen Landum, Merlinos & Associates; Harry Shurek, CPA

**SESSION D**  
**Carolina D**

**Goldilocks and the Three Captives:** What are the attributes of a domicile that is JUST RIGHT for your captive program? 90% of the Fortune 500 own one or more captives. Many domiciles that regulate these large captives owned by massive companies are used to bureaucracy and dealing with teams of lawyers. For many captive programs such domiciles are like Papa Bear – Too Hard (and costly). Let's face it, most companies setting up captives today aren't Fortune 500 or similar in size – so Papa Bear isn't a good choice for most. Is it possible for domiciles to be like Mama Bear and be Too Soft? It sure is, and domiciles that are too soft can leave captives vulnerable as evidenced in the recent Avrahami case. The goal is to find a domicile for your captive program like Baby Bear – Just Right. This session will discuss the attributes of domiciles that are Too Hard, Too Soft and Just Right.

Panel: Bryan Ridgway, CIC Services; Norm Chandler, Arsenal Insurance Management; Jonathan McKenzie, Alterna Captive Management

**3:00 – 3:30**

**BREAK**

**Symphony III**

**Sponsored by CIC Management**

**3:30 – 4:30**

**CONCURRENT BREAKOUT SESSIONS E & F**

**SESSION E**

**Symphony VI**

**Issues in Cyber Security, Do Captives Have Peculiar Needs?** The presentation will focus on Cyber Threats (who's conducting the hacking and how) and Trends (criminal and national security activity) which will focus more on the types of crimes and actors we are seeing nationally and in the local area. We will also discuss industry data sources containing quantitative information related to breaches, and insurance industry pricing approaches used for cyber insurance. We will also learn how to get in contact with the FBI should the need arise.

Panel: Bryan Cyprian, FBI; Jeremy Colombik, Management Services International; Aaron Hillebrandt, Pinnacle Actuarial Resources

**SESSION F**

**Carolina D**

**National Regulatory Political Climate:** The captive industry has a bright future as a source for creative programs but will continue to face challenges in addressing issues related to a disciplined regulatory environment. This session will review some of the dynamics involved in emerging legislative and regulatory standards and investigate some of the key developments that are being considered by the NAIC and elsewhere that will shape future regulation of the industry.

Speaker: Richard J. Fidei, Shareholder, Greenberg Traurig

**5:30 – 7:30**

**Enjoy a real 70's experience. Bring your platform shoes and best polyester wear  
For a fun retro evening. (Although we know you'll miss farmer Bubba's pig)!**

**CJ'S DISCO**

**Sponsored by Atlas Insurance Management**

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Wednesday, August 22nd

**7:00**  
**REGISTRATION OPENS**  
**Symphony Foyer**

**Coffee sponsored by BB&T**

**8:00 – 9:00**  
**CONCURRENT BREAKOUT SESSIONS G & H:**

**SESSION G**  
**Symphony VI**

**Medical Stop Loss Trends and Strategies:** Funding medical stop loss in a captive continues to be prevalent for both large and mid-size employers. This session will explore why this trend is expected to continue and best practices associated with applying cost containment strategies to control health plan budgets and medical stop loss claims.

Panel: Fred Reese, WCI; and Wendy Dine, Strategic Risk Solutions

**SESSION H**  
**Carolina D**

**The New Three Ds of Captives, Dissolving, Dormenting and Redomesticating to North Carolina.**

Panel: Wes Deaton, The Deaton Law Firm; Mark Ewell, RMC Group; Leon Rives, Rives & Associates

**9:00 – 9:30**  
**BREAK**  
**Symphony III**

**Sponsored by Captive Planning Associates**

**9:30 – 10:30**  
**CONCURRENT SESSIONS I & J**

**SESSION I**  
**Carolina D**

**Investments**, Does The Changing Economy Influence Captive Investment Opportunities?  
How To Invest in a Rising Interest Rate Environment How to Take Advantage of Higher  
Rates Without Adding Risk and How to Have an Efficient Relationship With Your Bank

Panel: David Delaney & Jeff Gaskin, Morgan Stanley Deryl Bauman, First Tennessee  
Bank

**SESSION J**  
**Symphony VI**

**Raise Your Hand if You Want to Join a Group Captive**

In this session a panel of experienced captive industry leaders will discuss the  
formation process and on-going operation considerations for a group captive. The  
panelists will share some of what they consider to be best practices for prospective  
group captive members to follow from the beginning so as to better position the  
program for long term success.

Panel: Mike Meehan, Milliman; Anne Marie Towle, JLT; Kevin Doherty, Dickenson Wright  
PLLC

**10:30 – 11:00**  
**BREAK**  
**Symphony III**

**Sponsored by First Tennessee Bank National Association**

**11:00 – 12:30**  
**CLOSING PLENARY: ANNUAL FEDERAL & STATE TAX UPDATE**  
**Symphony IV**

Panel; Bruce Wright, Eversheds-Sutherland; and Chaz Lavelle, Bingham Greenbaum Doll

**CLOSING COMMENTS:** Thomas Adams, President & CEO, NCCIA