



2019 ANNUAL REPORT



SERVING THE EXCESS LINE
COMMUNITY FOR 30 YEARS

In 2019, ELANY celebrated its 30th Anniversary by simultaneously looking back at where ELANY started in 1989, how far the organization progressed since, and most importantly, what services and resources this Association can and will provide to our members and the marketplace in the future. For the benefit of a little retrospective reflection, you were a high tech individual if you had a car phone in 1989. The flip phone era did not begin until 1996, the same year Microsoft released the forerunner to Outlook for email.

The Report of ELANY Chairman, Lance Becker, and the Chairmen of ELANY's various committees contained in this report offer great insight into the many and varied projects ELANY pursued in 2019 and what is in store for 2020. If you have not seen them yet, please take the time to go to our website and watch **ELANY's 30th Anniversary videos**. ELANY's progress is colorfully explained by our colleagues, who participated in and witnessed the evolution of the Association.

The ELANY Board and staff take great pride in advancing the interests of ELANY members and the marketplace through technology, innovations and advocacy. Aside from the various achievements of the Association, there is something more fundamental to consider and celebrate. ELANY has recently taken the opportunity to remind the public and everyone in our industry that the public policy of the state of New York, and in fact every state, is to encourage and cultivate the appropriate utilization of the E&S market. New York law expresses this public policy in multiple provisions throughout the insurance law. These provisions do more than simply give permission for the E&S market to operate. They provide a public policy designed to facilitate the availability of insurance for New York consumers underserved by licensed insurers. It is recognition that New York consumers need insurance for a proper and sustainable economy to exist that is the bedrock of this public policy. The creation of ELANY to encourage and facilitate compliance is part and parcel of this public policy.

At times, and above all in times of crisis, the E&S industry, in particular, and the P&C industry, in general, have a stabilizing effect, preventing an economic calamity from turning into an economic free fall. At other times, the E&S industry suffers from efforts in the world of state capitols and regulatory bodies looking to fix problems unrelated to insurance, per se, by utilizing the industry to backstop larger social issues and problems. Whether the particular effort involves assessing the industry for unrelated costs, broadening coverage by edict or unwittingly narrowing, prohibiting or discouraging new types of coverage, ELANY will be making the case that these efforts are counterproductive to the public policy that encourages the insurance industry to sell insurance.

Early 2020 brings a new crisis—a pandemic for the entire insurance community and the world to face. First and foremost, stay healthy and stay safe. And as an industry, do the good work that has always been done to demonstrate the value and positive impact insurance brings to the table. 🇺🇸

AT TIMES, AND ABOVE ALL IN TIMES OF CRISIS, THE E&S INDUSTRY, IN PARTICULAR, AND THE P&C INDUSTRY, IN GENERAL, HAVE A STABILIZING EFFECT, PREVENTING AN ECONOMIC CALAMITY FROM TURNING INTO AN ECONOMIC FREE FALL.



EXECUTIVE DIRECTOR'S REPORT

Daniel F. Maher

In 2011, I accepted a nomination to run for a seat on the ELANY Board, a decision driven by the reputation of the Association for helping so many friends in this wonderful industry. In 2019, we celebrated 30 years of ELANY as well as its history, of which I am proud to be a part.

The accomplishments of ELANY, which touch many firms and industry colleagues, do not happen by accident, but are the result of great leadership. Dan Maher leads a hard working team that delivers an expansive level of services and resources discussed below.

My efforts as Chairman have focused on broadening the base of the ELANY audience to reach industry colleagues, who are unaware of ELANY's services and resources, and to expand the use of these services by those members who do not take full advantage of all resources. In short, we pursued a strategy to expand ELANY's good reputation into a full on "Brand."

"A brand for a company is like a reputation for a person. You earn a reputation by trying to do hard things well."—Jeff Bezos

To accomplish this, we created a position for an additional manager at ELANY to develop a significant social media presence, expand marketing and outreach and manage ELANY's new Conference Center available for free to ELANY members. ELANY and I welcome Gina Balog-Sartario as the new Communications and Marketing Manager.

We set the tone for our 30th Anniversary celebration by creating videos that demonstrate from where ELANY came historically and where we are heading. I encourage you to visit ELANY's website to view these videos.

In 2019, ELANY expanded the free cyber services it provides to members. In addition to ELANY's KnowBe4 cyber security awareness training, we rolled out CyberCompass™ to assist members in building a regulation compliant risk assessment and response plan. It is an incredible cyber security tool, which would otherwise cost a single member thousands of dollars to duplicate.

ELANY's plan for the future took many steps forward in 2019. A lease for new office space was executed for the 24th Floor at 120 Wall Street and construction began in earnest. The space was designed with members in mind. The Conference Center, which can easily accommodate 50 attendees, contains a state-of-the-art A.V. system and is free for use by ELANY members.

As set forth in some detail in the committee reports, ELANY is in a state of continuous design improvements when it comes to its technology platform, driven to continually improving security and ease of use, while reducing the cost burden and member error ratios.

ELANY continues to act as an advocate for the industry and has a regular presence in Albany supporting legislation, which can impact us all in very helpful ways, and opposing legislation where passage would be to our collective detriment.

While this report is written for 2019, I write to you from my home office. The pandemic has taken the world by storm. Fear, anxiety and confusion have taken hold. We do not know when this will end or when or how quickly a sense of normal life will return. However, the industry has faced many challenging events, and it will persevere and prevail through the Covid-19 pandemic.

ELANY, your Association, will continue to serve its members remotely in every way possible until the employee team can return to its regular office operations.

In the meantime, the industry will be tested as legislators attempt to address constituent needs and the industry seeks a balance of weighing all of the needs of all interested parties. You can expect that ELANY will continue to provide the guidance, knowledge, information and resources that you have come to expect over the past 30 years.

I am proud to serve on the ELANY Board and most recently as Chairman. Stay healthy, safe and God bless everyone and their families. 🇺🇸

IN 2019...WE ROLLED OUT CYBERCOMPASS™ TO ASSIST MEMBERS IN BUILDING A REGULATION COMPLIANT RISK ASSESSMENT AND RESPONSE PLAN...WHICH WOULD OTHERWISE COST A SINGLE MEMBER THOUSANDS OF DOLLARS TO DUPLICATE.



CHAIRMAN'S REPORT

Lance Becker

Working with the ELANY staff, this Committee is charged with performing two tasks important to the membership: monitoring the financial condition and solvency of unauthorized insurers transacting business in New York and vetting insurers wishing to be listed to write E&S business in New York.

In 2019, Steve Guest joined ELANY as its new Financial Director. Steve brings extensive expertise in financial analysis. Working with the Committee, Steve is responsible for monitoring all unauthorized insurers doing business in New York and analyzing those wishing to be listed.

With more premium than ever being written by unauthorized insurers in New York, the importance of being vigilant to an insurer's financial condition cannot be understated. For this reason, only those insurers meeting the Committee's requirements will be listed, and a list of these insurers can be found on ELANY's website. At this time, there are 119 foreign insurers, 31 alien insurers and 89 Lloyd's syndicates on the ELANY list. Of the foreign insurers listed, 16 carry an AM Best rating of "A++", 42 an "A+" rating, 16 an "A-" and 45 an "A".

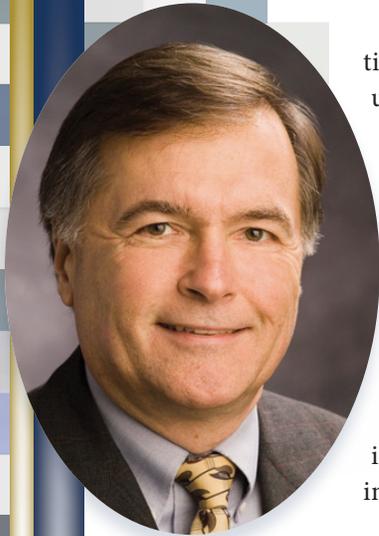
It is important to understand that those insurers who choose not to provide the information for the Committee to make a decision will not appear on ELANY's list. However, those insurers that are published on the NAIC's International Insurers (IID) list, as well as foreign insurers that meet the NRRRA minimum requirements, are eligible in New York.

Although transactions by the insurers noted above, not appearing on the ELANY list, can still be stamped, Section 2118 of the New York Law and New York Regulation 41 require licensed excess line brokers to use "due care" in selecting unauthorized insurers. This includes **obtaining, reviewing and retaining** certain documents from the insurer.

As an excess line broker, you are relieved from obtaining and retaining these documents for **ONLY** those unauthorized insurers appearing on ELANY's list. For each foreign insurer appearing on the list, a financial snapshot can also be found on the **ELANY website** next to the listed insurer's name, although you are NOT relieved from reviewing these documents prior to placing business. ELANY's staff is available to provide guidance.

It is important to note that the work the Committee does is intended to serve consumers, ELANY, its members and the State. This oversight process is intended as a complement, not a substitute, for the "due diligence" you, as an excess lines broker, must exercise in selecting financial stable E&S insurers. 🇺🇸

WITH MORE PREMIUM THAN EVER BEING WRITTEN BY UNAUTHORIZED INSURERS IN NEW YORK, THE IMPORTANCE OF BEING VIGILANT TO AN INSURER'S FINANCIAL CONDITION CANNOT BE UNDERSTATED.



INFORMATION RESOURCES AND SECURITY COMMITTEE REPORT

*Gary Holleder,
Chairman*

2019 was a year of major operational accomplishments for ELANY. While navigating the ninth consecutive year of record-setting premium and transaction volume, ELANY completed a series of projects to help the organization meet the growing and ever changing needs of the E&S industry, both today and in the future.

One major milestone was the successful transition of ELANY's information technology functions to a cloud-based environment. This will provide ELANY with a more secure, nimble and flexible environment while eliminating the need to maintain and regularly update a physical system.

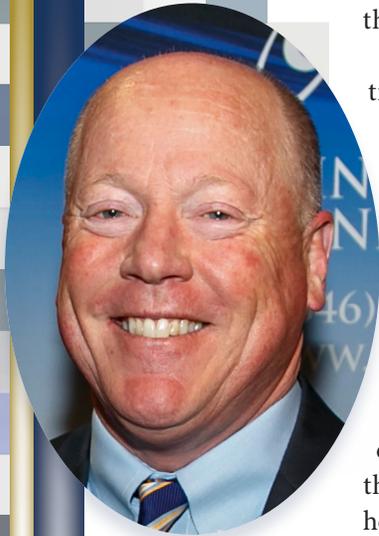
We saw a significant increase in programmatic filings, and additional brokers are looking closely at following suit. This is welcome news as programmatic filing is the most efficient way for brokers to file documents with ELANY. We were also excited to introduce a broker dashboard that provides members with a bird's eye view of filings and other interactions with ELANY. Early feedback has been excellent.

Planning and preparation for ELANY's early 2020 move to its new headquarters at 120 Wall Street proceeded at a rapid pace. In addition to creating a welcoming and collaborative environment for ELANY staff, the new space will include a state-of-the-art conference center that will be made available to members and industry organizations at no cost. We expect to host educational events and meetings that will significantly benefit the excess line and insurance community, all in a complimentary space in Manhattan's financial district.

ELANY proudly introduced a free, new offer to our members, **CyberCompass™**. This innovative, cloud-based automated DFS cyber security regulation compliance tool will greatly benefit excess line brokers at no cost to them. In addition, we extended our ongoing cyber security awareness training offer for members through the end of 2020. Since introducing our offer in 2017, ELANY has funded the training of over 21,000 employees at 180 member firms.

To better communicate with members and interested parties, we expanded our social media presence to include Facebook and Twitter. In concert with our established LinkedIn feed, these outlets provide up-to-the-minute access to announcements, events, publications, insights and information. Also, visit our industry-leading website at www.elany.org to view training videos, bulletins, insurer financial profiles, guidance and filing information that you will not find anywhere else. ELANY is committed to keeping our broker membership well informed on all matters that impact the New York E&S market. We welcome your feedback. 📩

IN ADDITION TO CREATING A WELCOMING AND COLLABORATIVE ENVIRONMENT FOR ELANY STAFF, THE NEW SPACE WILL INCLUDE A STATE-OF-THE-ART CONFERENCE CENTER THAT WILL BE MADE AVAILABLE TO MEMBERS AND INDUSTRY ORGANIZATIONS AT NO COST.



OPERATIONS & PROCEDURES COMMITTEE

*James Richardson,
Chairman*

In 2019, the written nonadmitted premium in New York State continued its growth trend totaling \$4.766 billion, a 10% increase over 2018. Documents processed increased by 2.6% to 352,497. ELANY currently processes in a month approximately what was processed for the entire 1997 year.

Stamping fee revenue was \$8.11 million for 2019, a 9.4% increase from 2018. Total 2019 expenses were \$7,736,259, a 12.4% increase over 2018. [See nearby chart for breakout of key expenses.] Payroll, Computer Charges, Rent & Utilities and Communications/Education expenses represent a large percentage of total expenses.

ELANY continues to provide benefits at no cost to our members, including **enhanced cyber security training programs** along with education and networking opportunities. These programs will be enhanced in 2020 at ELANY's new offices with expanded conference center facilities.

In 2019, ELANY continued its tradition of assisting those in need following natural disaster events with almost \$65,000 in total charitable contributions. In addition, we contributed time as well as funds to the Insurance Industry Charitable Foundation for their work to support organizations helping the underprivileged in our communities.

The Audit and Finance Committee continues to work closely with ELANY management and staff to monitor and manage the Association's expenses. The average cost per transaction processed for 2019 was \$21.95 per document. ELANY's staff and EDP personnel work tirelessly to fine tune their procedures to make processing of transactions more efficient and effective. Even as the number of filed transactions increases, the ELANY staff continues to meet our turnaround commitment time of 48 hours for properly filed transactions.

ELANY's fund balance at December 31, 2019 increased by \$1,730,288 to \$30,847,830.

Copies of the annual independent audit of the Association's operations are available at the ELANY offices for members to review. 📄

ELANY CONTINUES TO PROVIDE BENEFITS AT NO COST TO OUR MEMBERS, INCLUDING ENHANCED CYBER SECURITY TRAINING PROGRAMS, ALONG WITH EDUCATION AND NETWORKING OPPORTUNITIES.

2019 REVENUES

Stamping Fees.....	\$ 8,542,893
Investment & Miscellaneous Income.....	923,654
TOTAL	\$ 9,466,547

2019 EXPENSES

Payroll	\$ 3,405,363
Computer Charges.....	913,634
Rent & Utilities	528,727
Communications/Education ...	343,159
Professional Fees	255,761
Depreciation.....	187,139
Charitable Contributions	64,750
All Other	2,037,726
TOTAL	\$ 7,736,259
FUND BALANCE.....	\$ 30,847,830

The annual independent audit of the Association's books and records has been completed and copies are available at the ELANY offices for members to review.



AUDIT AND FINANCE COMMITTEE REPORT

*John Buckley,
Chairman*

This past year was particularly eventful in Albany. With Democrats in firm control of the Governor's mansion and both legislative chambers, the new "trifecta" majority was busy enacting long-sought legislation. For the insurance industry, it meant new leadership of the Senate Insurance Committee, a changed relationship between the Senate and the Assembly, and a reevaluation of opportunities and challenges. ELANY had an active year, advocating strongly on behalf of three bills and voicing strong opposition to another.

The first bill, A8842-A/S769-A, would modernize the excess line declination and affidavit filing processes by 1) eliminating the diligent effort requirement for commercial lines policies placed by a retail insurance broker through an unaffiliated wholesale broker, and 2) reducing the number of reportable data elements related to declinations on the Department of Financial Services' excess line affidavit. Specifically, the bill would eliminate reporting of declination date, reason for the declination, and name and affiliation of the declining company representative. The affidavit would continue to require the name of the declining company, the company's National Association of Insurance Commissioners (NAIC) number, and the reason for the broker's belief that the insurer would consider underwriting the risk.

The bill is strongly supported by New York's insurance producer trade associations and was passed by the Senate in 2019. We hope to move it through both the Senate and Assembly in 2020.

The second bill, S1603/A157, would permit the excess line market to write primary medical malpractice coverage for physicians, dentists and general hospitals. Currently, excess line brokers must perform a diligent search for admitted market coverage; and if they cannot place the risk with an admitted carrier, one of the three declining insurers must be the New York State Medical Malpractice Insurance Pool (MMIP). As the state's medical malpractice insurance residual market mechanism, the MMIP does not decline qualifying risks, thereby making the declination requirement an effective bar to excess line insurers writing coverage.

The medical malpractice legislation was passed by the Senate in 2019, and ELANY is committed to working for the same in the Assembly in 2020.

The third bill on ELANY's proactive advocacy agenda would make punitive damages insurable in New York. The New York State Court of Appeals has previously ruled that punitive damages are uninsurable as a matter of public policy. However, New York is one of only two states to totally ban such coverage and other states reason that criminal charges, death or injury are much more likely to deter recklessness than a lack of punitive damages insurance. Regardless, punitive damages coverage is currently available to New York insureds that go offshore for coverage. ELANY believes it makes far more sense to permit the coverage to be purchased here, where it can be regulated and taxed by the state.

Although the bill did not move in either chamber in 2019, we continue to have discussions in the hopes that progress can be made.

In addition to our affirmative advocacy, ELANY actively opposed a bill that would have prohibited insurers from excluding coverage for lead-based paint exposure in rental owner liability insurance policies unless specifically provided for by law. S5183/A6062 was strongly opposed by insurance industry groups, and ELANY submitted a Memorandum in Opposition to the Senate and Assembly. We explained that lead-based paint exclusions are a common part of rental owner liability insurance policies and expressed our concern that without the ability to exclude such risks, many insurers will choose to limit their rental owner liability coverage appetite or exit the market altogether.

The lead paint bill died in the Senate due to industry efforts, but we fear the bill may be back in 2020.

ELANY looks forward to building on its 2019 success in 2020! 🇺🇸



INDUSTRY LIAISON, LEGISLATION & REGULATION COMMITTEE REPORT

*Joseph Caligiuri,
Chairman*

ELANY HAD AN ACTIVE YEAR, ADVOCATING STRONGLY ON BEHALF OF THREE BILLS AND VOICING STRONG OPPOSITION TO ANOTHER.

2019 STATISTICAL FACTS

PROCESSING COST PER TRANSACTION

The processing cost per transaction for the year 2019 was **\$21.95**.

This is the ninth lowest cost in the history of ELANY.

PURCHASING GROUP BUSINESS

In 2019, **21,845** PG transactions were processed, representing **6.2%** of the total transactions processed and **\$17,488,456** of taxable premium, representing **.37%** of total New York taxable premium.

Purchasing Group volume has fallen significantly since its high point in 2005.

EXEMPT COMMERCIAL PURCHASER (ECP) & EXPORT LIST TRANSACTIONS (NEW/RENEWAL/ENDORSEMENTS)

2,775 ECP transactions and **31,063** Export List transactions were processed in 2019.

ECP and Export List transactions combined represent 9.6% of the total transactions processed for 2019.

MULTISTATE TRANSACTIONS

In 2019, a total of **3,591** transactions was reported as multistate transactions with a gross written premium of **\$603,624,707**. Of the total transactions, **1,929** were U.S. only, multistate with no tax allocation, and **1,662** were international where **\$97,149,399** of **\$304,411,060** was allocated to non-U.S. exposures.

ELANY ACTIVE MEMBERS

There were **813** active members for the year 2019.

TAXABLE PREMIUM PER STAMPED DOCUMENT

In 2019, **\$13,520** was the average taxable premium per stamped document.

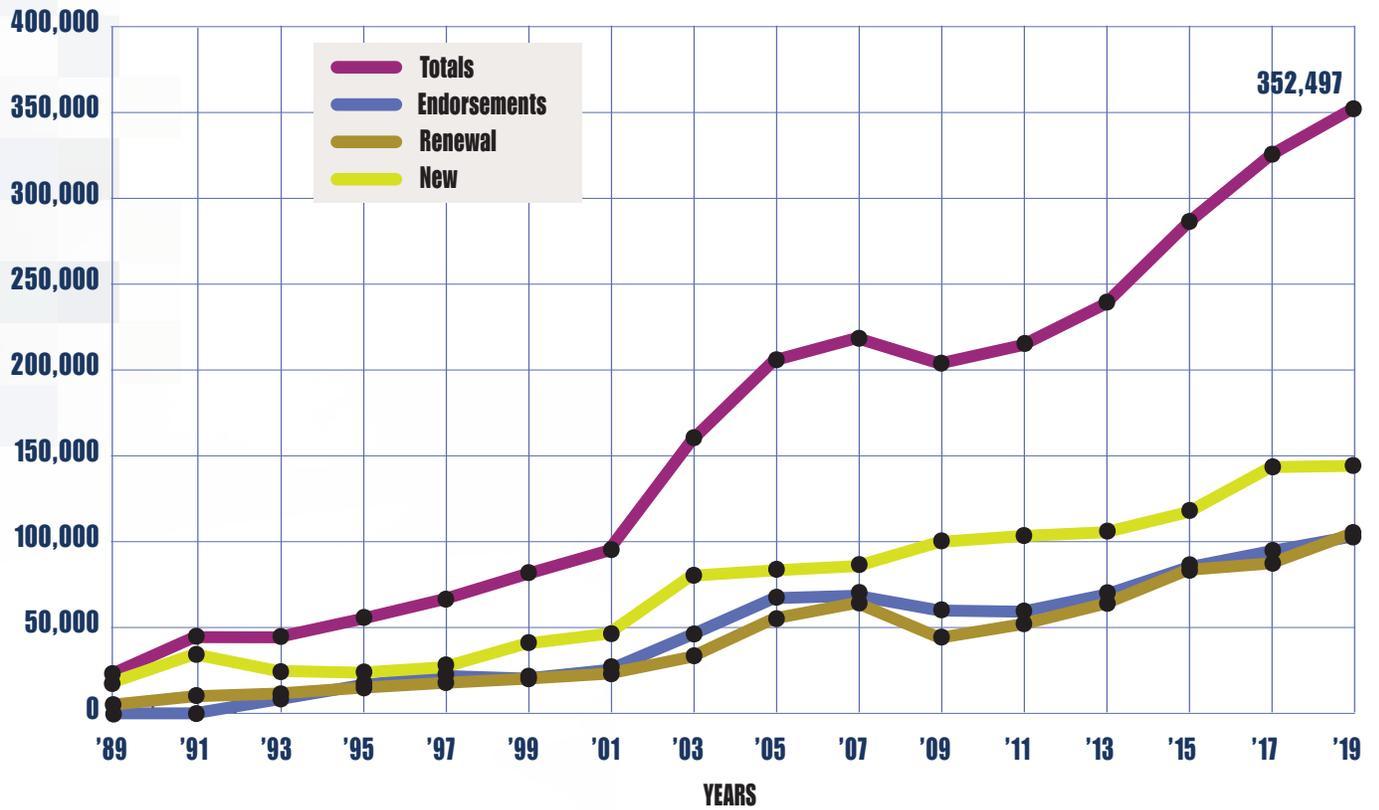
This was the third highest average in ELANY's history.

ELECTRONIC AFFIDAVIT SUBMISSIONS

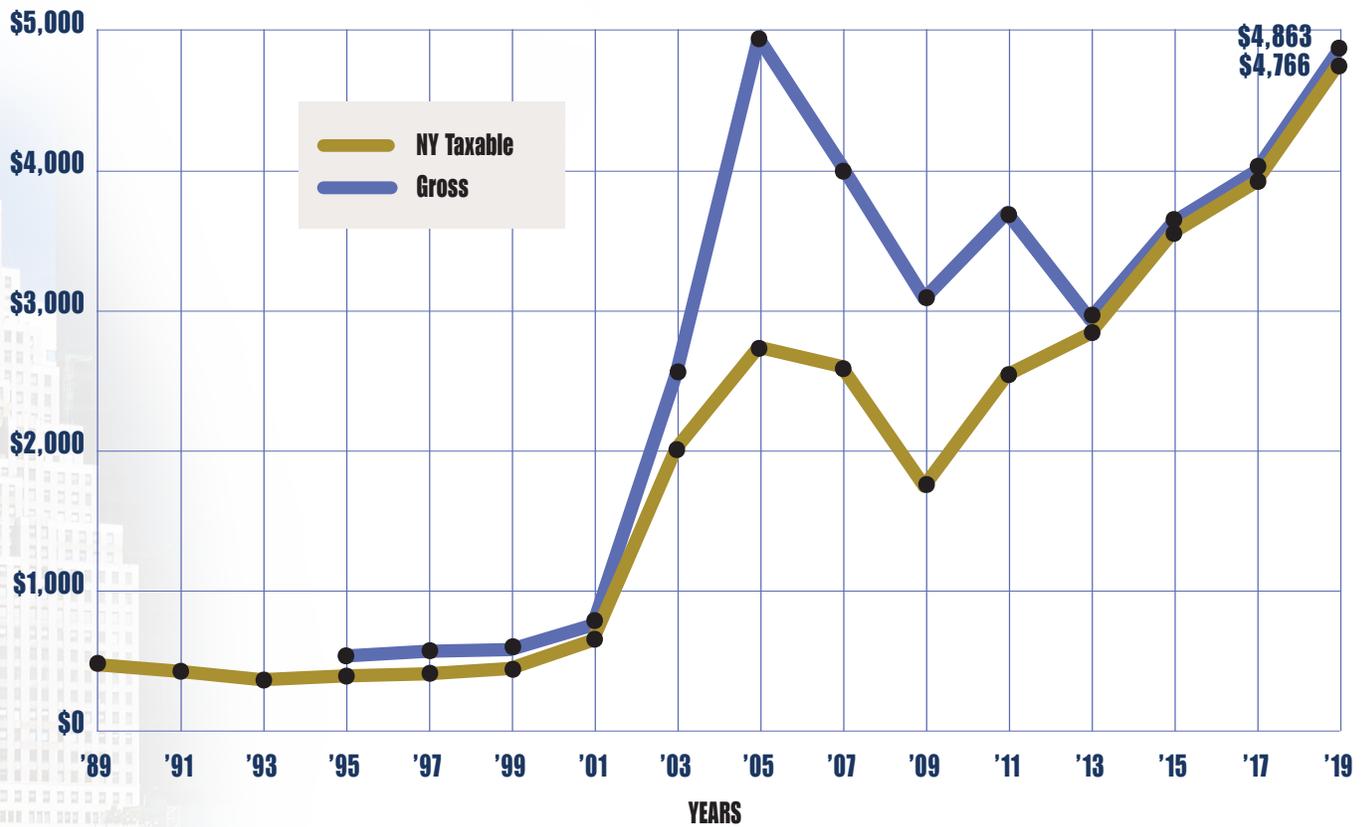
In 2019, **99%** of all transactions processed were submitted electronically, of which **16%** were submitted programmatically. **96%** of active excess line brokers file electronically. 📄

All figures and statistics are based on New York taxable calendar year premium.

NEW YORK EXCESS LINE TRANSACTION COUNT



NEW YORK EXCESS LINE PREMIUM (IN MILLIONS)*



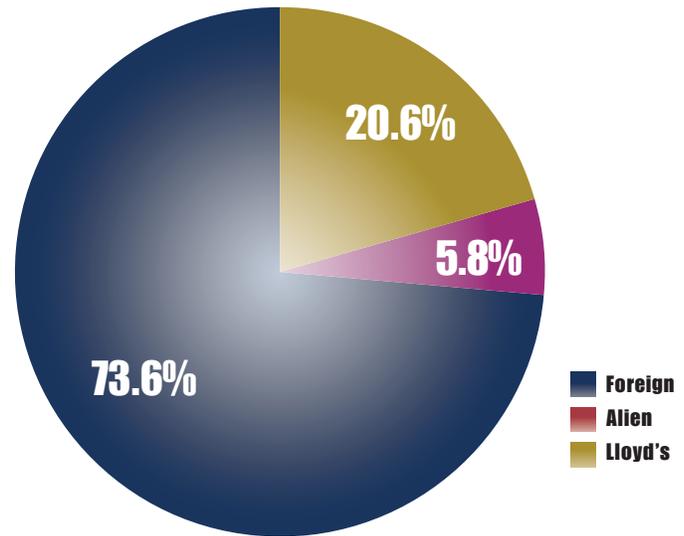
*Tax allocation began in 1994.

All figures and statistics are based on New York taxable calendar year premium.

2019 NEW YORK TAXABLE PREMIUM BY INSURANCE GROUP

Group Name	Number of Companies	New York Premium	
Lloyds of London		\$ 980,078,550	• 21
American International Group, Inc.	7	\$ 286,460,245	• 6
Markel Corporation	6	\$ 238,081,550	• 5
Argo Group International Holdings, Ltd.	2	\$ 180,588,249	• 4
Fairfax Financial Holdings Limited	8	\$ 179,837,474	• 4
Berkshire Hathaway Inc.	6	\$ 161,134,787	• 3
Chubb Limited	5	\$ 156,948,223	• 3
W.R. Berkley Corporation	5	\$ 146,447,398	• 3
Travelers Companies, Inc.	3	\$ 145,080,412	• 3
AXA XL Group	5	\$ 138,085,738	• 3
Nationwide Mutual Insurance Company	2	\$ 118,441,750	• 2
Sompo Holdings, Inc.	3	\$ 113,830,738	• 2
AXIS Capital Holdings Limited	2	\$ 100,218,450	• 2
American Financial Group, Inc.	3	\$ 98,034,473	• 2
Liberty Mutual Holding Company Inc.	4	\$ 93,077,304	• 2
RLI Corp	1	\$ 90,580,683	• 2
Swiss Re AG	3	\$ 84,489,470	• 2
Prosight Global Holdings Limited	1	\$ 83,044,147	• 2
James River Group Holdings, Ltd.	1	\$ 82,072,062	• 2
Arch Capital Group Ltd.	3	\$ 80,658,242	• 2
Starr International Company, Inc.	1	\$ 72,439,144	• 2
HDI Global	3	\$ 64,730,531	• 1
Alleghany Corporation	4	\$ 64,410,164	• 1
Zurich Insurance Group AG	2	\$ 62,066,207	• 1
Allianz SE	2	\$ 59,113,817	• 1
SUBTOTAL Top 25 Groups		\$ 3,879,949,808	
All Other	88	\$ 885,838,824	• 19
TOTAL NY Taxable Premium		\$ 4,765,788,632	0 5 10 15 20

PERCENTAGE OF YEAR 2019 NY TAXABLE PREMIUM DISTRIBUTION BY E&S INSURERS



All figures and statistics are based on New York taxable calendar year premium.

TOP 10 INSURERS

Insurer	New York Taxable Premium	%
1 Lloyds Underwriters	\$ 980,078,550	21%
2 Lexington Insurance Company	\$ 155,619,177	3%
3 Indian Harbor Insurance Company	\$ 132,476,419	3%
4 United Specialty Insurance Company	\$ 127,859,962	3%
5 Colony Insurance Company	\$ 123,453,592	3%
6 Scottsdale Insurance Company	\$ 118,123,422	2%
7 Endurance American Specialty Insurance Company	\$ 111,598,652	2%
8 Travelers Excess & Surplus Lines Company	\$ 110,489,719	2%
9 Evanston Insurance Company	\$ 107,383,268	2%
10 National Fire & Marine Insurance Company	\$ 93,736,396	2%
SUBTOTAL	\$ 2,060,819,157	43%
All Others	\$ 2,704,969,475	57%
TOTAL	\$ 4,765,788,632	100%

The top 10 insurers accounted for 43.2% of total premiums written in 2019, compared to 45.3% in 2018, and 47.4% in 2017.

NEW YORK TAXABLE PREMIUM BY COVERAGE CATEGORY

Coverage Category	New York Taxable Premium	2018 Ranking
1 Primary GL & Other BI/PD	\$ 1,611,585,409	1
2 Primary Property Coverages	\$ 1,035,956,377	2
3 Excess Liability & Umbrella & Medical Malpractice Excess	\$ 726,642,188	3
4 E&O, D&O	\$ 462,144,848	4
5 Excess of Loss Property Coverages	\$ 211,825,687	6
6 Commercial Multiperil	\$ 190,729,691	5
7 Medical Malpractice & Miscellaneous Professional	\$ 127,350,252	7
8 Fidelity & Surety	\$ 90,888,443	9
9 Marine	\$ 89,371,582	8
10 Homeowners/Dwelling Coverage	\$ 68,339,506	10
11 Auto	\$ 68,193,183	12
12 Credit	\$ 40,176,454	11
13 Salary Protection	\$ 26,838,309	13
14 Miscellaneous/Not Otherwise Classified	\$ 15,746,703	14
TOTAL	\$ 4,765,788,632	

All figures and statistics are based on New York taxable calendar year premium.

EXCESS LINE ASSOCIATION STAFF

Daniel F. Maher, *Executive Director*
Nancy Born, *Chief Administrative Officer & Director of Operations*
Gina Balog-Sartario, *Communications and Marketing Manager*
Howard Greene, *Director of Government Affairs & Strategic Initiatives*
Steven Guest, *Financial Director*
Theresa Hetherington, *Stamping Office Manager*
Brian Persaud, *Director of Information Technology*
Jason Alvarez, *Examiner*
Fazeda Ahamad-Raghunandan, *Examiner*
Mischelle Balkissoon, *Examiner*
Benedict Bardeguz, *PC Analyst/Helpdesk*
Cristian Carbajal, *Examiner*
Lorraine Chin, *Examiner*
Angela Creed, *Examiner*
Eusebio Del Valle, *Examiner*
Melissa Downey, *Stamping Officer Supervisor*
Eduardo Jackson, *Examiner*
Jenny Kyi, *Examiner*
Felicita Lopez, *Examiner*
Emily Maldonado, *Examiner*
Traci Martin, *Examiner*
Erika McClain, *Examiner*
Darlene Moreta, *Administrative Assistant*
Monica Niculcea, *Executive Assistant*
Deanna Olah, *Stamping Office Supervisor*
Beth Pfluger-Torres, *Stamping Office Supervisor*
Marguerite Phillip, *Examiner*
Cheryl Ragoonanan, *Examiner*
Sharon Ramlochan, *Examiner*
Randy Robertson, *Examiner*
Ivan Rodriguez, *PC Analyst/Helpdesk*
Alannah Streeter, *Examiner*
Damien Vittore, *Scanning Technician*
Keith Vittore, *Examiner*
Branan Whitehead, *Stamping Office Supervisor*





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Russell Bond & Co., Inc.

KEVIN MCGILL

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Brown and Riding

ROBERT SHAPIRO
Global Facilities, Inc.

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Willis Towers Watson

JOHN McPARLAND, CPA
Independent Accountant
RSM US LLP

EXCESS LINE ASSOCIATION OF NEW YORK

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