

## Foundation awards 14 students scholarships for 2015-2016

The Derek Hughes/NAPSLO Educational Foundation has selected 14 students to receive \$5,000 scholarships for the 2015-2016 school year. The scholarship program's goal is to further the study of insurance and encourage, support and reward students who have an interest in insurance.

- **Matthew DiGregorio**, St. John's University, was awarded the **Russell Bond Education Scholarship**, started in 2007 to recognize the founder of Russell Bond & Co., Inc.
- **Giavanna Perry**, Temple University, was awarded the **Gary E. Frohn Memorial Scholarship**, established in 2008 to recognize Mr. Frohn.
- **Myles Hilliard**, University of South Carolina, was awarded the **Richard E. Hull Educational Scholarship**, established in the name

of the Hull & Company founder.

- **Matthew Swan**, University of Southern Maine, was awarded the **Herbert W. Kaufman Memorial Scholarship**, founded in 2001 from proceeds donated in memory of Herbert W. Kaufman.
- **Matthew Adler**, University of South Carolina, was awarded the **Kevin A. McLaughlin Memorial Scholarship**, added in 2000 in memory of Mr. McLaughlin.
- The **Scott W. Polley Memorial Scholarship** was established in 2003 in memory of Mr. Polley. The three students selected to receive a Scott W. Polley Memorial Scholarship were: **Benjamin Thompson**, University of Iowa; **Nancy Le**, Temple University; and **Brian Eidelbus**, Florida State University
- **Meagan Stenger**, Indiana State University, was awarded the **Michael J. Snead**

**Memorial Scholarship**. It was established in 2009 to recognize Mr. Snead, a former NAPSLO Board member and an industry leader.

- The **Rolland L. Wieggers Education Scholarship** was made possible by a donation from the Scottsdale Insurance Co. in honor of the company's founder. The three students selected to receive a Rolland L. Wieggers Scholarship were: **Chris Comrie**, Appalachian State University; **Brandy Wybersky**, University of South Carolina; **Philip McMahon**, University of Louisiana-Lafayette.
- The **Foundation Insurance Scholarship** recipient was **Joseph Quartuccio**, Saint Joseph's University.
- **Marquin Richardson**, University of North Texas, was awarded the **Insurance Scholarship** sponsored by NAPSLO.

## A.M. Best: 6.7% growth in DPW in 2014

With the support of the Derek Hughes/NAPSLO Educational Foundation, A.M. Best has published the 22nd annual report on the U.S. surplus lines segment. The *2015 Special Report U.S. Surplus Lines - Segment Review* is produced by A.M. Best Company with a grant from the Foundation and is one of NAPSLO's most important tools in promoting and illustrating the industry's strength and stability.

"A great addition to this year's report is the 21st retrospective on the surplus lines segment since the A.M. Best study was first published in 1994, which highlights our industry's continued financial strength and significant growth in proportion to the total property/casualty industry" said Brian Van Cleave, President of the Derek Hughes/NAPSLO Educational Foundation. "Perhaps most notable is growth in total surplus lines premium to its highest level in history, exceeding the peak we saw last in 2006."

This year's report indicates that the industry saw growth of 6.7% in surplus lines direct premium written in 2014, with surplus lines premium of \$40.2 billion, reaching its highest point in history and exceeding the 2006 peak. Domestic professional surplus lines insurers generated a 5.4% in-

crease in direct premium written.

For the eleventh year in a row, the surplus lines industry reported no financially impaired companies, in contrast to the admitted property/casualty industry's 12 disclosed financial impairments in 2014.

Domestic professional surplus lines insurers continue to maintain a higher proportion of secure ratings than the overall property/casualty industry. Through mid-year 2015, 100% of surplus lines companies maintained secure A.M. Best ratings.

Despite the challenges that A.M. Best noted over the 22 years of study, the surplus lines market more than doubled from 3.3% of total property/casualty direct premiums written in 1994, to approximately 7.1% by the end of 2014. Meanwhile, surplus lines has grown as a percentage of commercial lines direct written premium from 6.1% to 13.9%.

The report continues to provide A.M. Best's perspective on the state of the market and the relative positions of carriers in the market. It examines the surplus lines sector's financial condition and ratings distribution, market trends, regulatory and legislative developments, distribution issues and impairment trends.

### About the Foundation

The Derek Hughes/NAPSLO Educational Foundation, formed in 1991, is dedicated to encouraging the educational development of all those interested in the excess and surplus lines business, to creating an understanding, and overcoming the misperceptions of the excess and surplus lines market.

The Foundation established and supports the Associate in Surplus Lines Insurance (ASLI) designation, a professional excess and surplus lines designation program; the A.M. Best Company's annual Special Report, U.S. Surplus Lines – Segment Review, a study on the state of the surplus lines industry and scholarships and grants for students pursuing insurance studies.

The Foundation was named for retired Western World Insurance Group President, Derek Hughes. Mr. Hughes, who began his insurance career in 1957 with the Royal Exchange Insurance Group in Liverpool, England, also served on NAPSLO's Board of Directors and chaired the Education Committee.

To learn more about the Derek Hughes/NAPSLO Educational Foundation or to donate, please visit: [www.napslo.org/Foundation](http://www.napslo.org/Foundation).

# E.G. Lassiter Lecture Series to present Gary Sinise



The E.G. Lassiter Lecture Series, presented by the Derek Hughes/NAPSLO Educational Foundation is pleased to announce Gary Sinise as speaker at this year's NAPSLO Convention.

Gary Sinise is a dedicated advocate of America's servicemen and women. His support to our nation's active duty defenders, veterans and first responders has become a tireless crusade of service and to all those who protect our freedom and serve our country.

In 2011, to expand upon his individual efforts, Sinise established the Gary Sinise Foundation. Its mission is to serve and honor our nation's defenders, veterans, first responders, their families and those in need by creating and supporting unique programs that entertain, educate, inspire, strengthen and build communities. Of its many outreach efforts, the Gary Sinise Foundation is building custom Smart Homes for severely wounded veterans, serving hearty meals to deploying troops and hosting spirit-boosting festivals for patients, families and medical staff at military hospitals. Through its partnership with GE, the Gary Sinise Foundation

also helped launch GetSkillstoWork.org, a program designed to help veterans put their military experience to use in civilian jobs.

Sinise will speak during the 2015 Annual Convention General Session on Friday, September 11 from 9:00 - 10:30 a.m. at the Manchester Grand Hyatt.

## Foundation golf outing raises \$122,000

The 19th annual Foundation Golf Outing took place at the 2015 NAPSLO Mid-Year Leadership Forum at the Miami Beach Golf Club in Miami Beach, FL.

The 122 golfers who participated in the 2015 golf outing raised more than \$122,000 for the Derek Hughes/NAPSLO Educational Foundation. The golf outing has seen consistent growth since the inaugural event in 1997 that raised just under \$20,000.

Overall tournament prizes were given to first, second and third place foursomes in two flights:

### FIRST FLIGHT

First place: **Bryan Sanders, Dave Ross, Jeff Fields and Jim Christopherson.**

Second place: **Marshall Turner, Joel Cavanaugh, Kathy Schroeder, and Bill Nelson.**

Third place: **John Goodloe, Dave O'Keefe, Scott Noffsinger and JoAnn Peri.**

### SECOND FLIGHT

First place: **Tim Hochkeppel, Jim Roe, Tom Perch and Bob Quirk.**

Second Place: **Mike Miller, Steve Franke, Alan Kaufman and Jim Carney.**

Third place: **Joe Mossbrook, Garick Zillgit, Jeffrey Kacsak and Steve Dresner.**

## ASLI designees to be recognized

The 2014-2015 class of 109 Associate in Surplus Lines Insurance (ASLI) completers represents 22 U.S. states as well as Bermuda, India, St. Maarten and the United Kingdom.

The designees will be recognized during the ASLI Conferment Ceremony and Recognition Luncheon on Friday, September 11, 2015 at the NAPSLO Annual Convention in San Diego, CA.

To earn the ASLI designation, a candidate must pass the examinations for the required curriculum and two additional elective courses.

The distinguished graduate in the 2014-2015 class is **Ashley Moffat**, ASLI; Great American Insurance Company. Recognized for academic excellence are **Jeffrey Dunmars**, ASLI, Zurich Insurance Group; **Glenn Leung**, ASLI, Surplus Lines Association of California; **Tiffany Lynn Short**, ASLI, Hull & Compnay.

The ASLI program was developed jointly by the Derek Hughes/NAPSLO Educational Foundation and The Institutes in 1996. Since the program's inception, 2,166 insurance professionals have earned the ASLI designation.

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