

AzCIA – 2009 Annual Conference
SPEAKER LIST (In alphabetical order)

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John has been with A.M. Best Company for twenty years. He is responsible for managing the teams of analysts that follow global reinsurers and U.S. and offshore alternative market entities. He also serves on various A.M. Best rating committees involving financial strength ratings and debt ratings. Previously, he managed the team of analysts that rated the nearly 500 U.S.-based personal lines predominant companies.

John has contributed articles on insurance topics for A.M. Best publications, as well as for various external insurance industry publications. Additionally, he has presented on insurance issues at a wide array of industry functions. He previously worked in the finance areas of both Zurich Reinsurance and Beneficial Insurance Group.

John holds a B.A. degree in accounting and general business education from Montclair State College and an MBA in finance from William Paterson University.

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Mitch Cantor is the Executive Director of the International Center for Captive Insurance Education (ICCIE), which was launched in August of 2004 in Burlington, VT. A Michigan native, Mitch has about 25 years of experience running small organizations, or small divisions in large companies, first in New York City, then in Vermont. He is experienced in both the for-profit and non-profit sectors, and he has significant experience in business plan creation and execution, sales and marketing, and fundraising. He has overseen several start-up situations -- including his own companies -- and he truly enjoys helping new organizations take flight.

Mitch received both an M.B.A. and a Master's of Public Policy from the University of Michigan in 1984.

Pamela Cote, CPA

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Pamela Cote is an audit partner with Saslow Lufkin & Buggy, LLP, which is a leading provider of auditing, tax and consulting services to the captive insurance industry. Pamela has over 13 years of public accounting experience exclusively the insurance industry. Pamela has extensive experience in serving alternative market insurance companies and is the lead client service partner on numerous captive and traditional insurers, risk retention groups, reciprocals, and single parent captives. Pamela is an expert in GAAP and statutory reporting for insurance companies. She is also a frequent speaker at insurance industry conferences throughout the United States. Pamela graduated with a BS in accounting from Bryant College.

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Ms. Giesler has served as a Business Development Director for Sedgwick Claims Management Services since 2006. Her focus is on specialized accounts which include captives, risk retention groups, self-insured pools and other various alternative risk type programs. Ms. Giesler has experience in the claims management industry since 1990. Prior experience and positions held with a national Third Party Administrator include VP, National Account Services, where duties included coordination and implementation of policies and procedures as they relate to national self-insured and insured business; AVP of Claims for Alternative Risk Division, where duties included working directly with insurance carriers, program managers, vendors and adjusters; National Claims Manager, with responsibility for auditing and training offices to TPA's internal 'Best Practices'; Manager – Self Insurance; Supervisor; Account Executive; Litigation Manager; and Claims Adjuster. Ms. Giesler received her B.A. from Otterbein College in Business Administration.

Harlan Hammond

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Intermountain Healthcare is a nonprofit health system based in Salt Lake City, Utah, with over 28,000 employees, and an Arizona-domiciled captive. Serving Utah and southeastern Idaho, Intermountain includes a system of 21 hospitals, approximately 800 employed physicians, clinics, and health plans.

Harlan Hammond is the Assistant Vice President for Risk Management Services at Intermountain Healthcare in Salt Lake City, Utah. His responsibilities include oversight for Intermountain's risk financing, loss prevention, loss control, and claims administration efforts, plus safety, security, and system-wide emergency response. Hammond received his bachelor's degree in business administration from the University of Utah, followed by a master's of business administration degree from the University of Washington. Hammond has served in various capacities with the American Society for Healthcare Risk Management (ASHRM), including two terms on the ASHRM board of directors and as a faculty member for the Barton Certificate in Healthcare Risk Management Program.

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Al Heeg has been in the insurance company portfolio consulting business for over 17 years and has company and regulatory contacts around the country. He is actively involved in domestic insurance associations, as well as, a speaker and educator in round table seminars within the insurance industry. Al was a recipient of the Vermont Captive Insurance Association's (VCIA) 2002 Captive Crusader Award and currently serves on VCIA's Conference Committee. Al was also an "interested party" during the formation of the National Association of Insurance Commissioner's (NAIC) Model Investment Law.

Ed Hochuli

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Ed Hochuli is a founding partner in the Phoenix law firm of Jones, Skelton & Hochuli, a 85+ lawyer firm that was established in 1983. Mr. Hochuli's firm is the largest litigation firm in the State of Arizona and handles more civil trials in that state than any other law firm. Mr. Hochuli has personally tried over 150 civil jury trials to verdict and is one of the most experienced trial lawyers in Arizona. He is currently a Director of the Trucking Industry Defense Association (TIDA), as well as a Director of the USLAW

Network. He is a frequent speaker nationally on a wide range of issues, including motivational speaking, as well as the Art of Negotiation. In his spare time, Mr. Hochuli is Official Referee #85 in the National Football League, with Super Bowls XXXII and XXXVIII to his credit, as well as Alternate Referee for three Super Bowls and referee at five championship games.

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Karl N. Huish is the founder, President and CEO of Tribeca Strategic Advisors. He possesses extensive experience with insurance company formation and management. He graduated cum laude from the University of Chicago Law School, where he was a member of the University of Chicago Law Review and a recipient of the John M. Olin Student Fellowship in Law & Economics. A National Merit Scholar, he graduated magna cum laude from Brigham Young University with a B.A. in Economics, and minors in Japanese and Music.

Mr. Huish has lectured extensively before CPAs, attorneys, insurance professionals, and financial professionals regarding captive insurance and related issues. Prior to forming Tribeca, Mr. Huish practiced law at Meyer, Hendricks, Victor, Ruffins & Bivens, PLC, and then at Osborn Maledon P.A, both in Phoenix, Arizona. Mr. Huish is an attorney licensed with the state of Arizona, and a Certified Financial Planner. He resides in Mesa, Arizona with his wife and four daughters. He enjoys spending time with his family, even though he is usually outvoted five to one by the female members of the family.

Rex Jorgensen

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Rex is a risk management consultant with Ashton Tiffany, LLC. He began his risk management career in 1994 working as a property and casualty broker with the world's largest global insurance brokerage firm until joining Ashton Tiffany, LLC in 2007. As a consultant for Ashton Tiffany, LLC, Rex draws on his experience working with risk management programs for domestic and multinational clients of all sizes, including Fortune 500 companies as well as public entities. His current responsibilities include providing expertise in the areas of alternative risk financing, loss prevention, loss control, and business continuity planning. He received his Bachelor of Science in Business Administration - Finance from the University of Arizona and is active in the Arizona chapters of the Risk and Insurance Management Society, the Public Risk and Insurance Management Association and the Arizona Captive Insurance Association.

Peter Joy

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Peter has 30 years of experience in the captive management industry and is well versed in many of the off-shore and USA domiciles.

Peter's current duties are to help clients realize the full potential and benefits from their captives, as well as to assist new clients in evaluating and implementing a captive program. Peter has worked with the state regulators and has formed captives and risk retention groups in the major domiciles. He also has practical experience of merging and relocating captives.

He received a Bachelor of Science degree in Information Technology, has the Associate in Risk Management, and has the Series 6 and Series 63 securities designations.

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Karin Landry is Managing Partner of Spring Consulting Group, LLC. Karin has over 20 years of experience in the insurance, health care, risk financing and benefits industries. She is an internationally recognized leader in captive insurance strategy, benefits and financing. She was instrumental in establishing the first employee benefit program funded by a captive. She is secretary/treasurer of The Captive Insurance Company Association (CICA) and a member of the ERISA Industry Committee. She is also a member of the finance committee for Captive Insurance Education (ICCIE), strategic planning and for the Vermont Captive Insurance Association (VCIA), program committee for CICA, conference committee for the National Risk Retention Association (NRRRA) and advisory committee for SpecandAgg.com.

Christina Mancini

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Christina (Chris) Mancini began her career as a secondary school business and computer science educator. Disillusioned by the lack of merit pay in public education, Chris began an 8-year career as a Commercial Lines underwriting, claims, and systems integration training consultant for The Hartford and Aetna. She specialized in developing computer based training, satellite broadcasts, and electronic performance support systems for insurance professionals.

Chris, a partner and CEO of CAPTIVE.COM, LLC, has devoted her professional life since 1995 to the ongoing operations of WWW.CAPTIVE.COM – an Internet content and networking portal targeting the needs of the Alternative Risk market. She also supports ongoing operations for captive.com’s companion website – CaptiveLearning.com.

Mrs. Mancini holds BS Degrees in Business Administration and Business Education from the University of Hartford. She completed 30 graduate credits in computer science, education and business administration at the University of Connecticut and Central Connecticut State University, and continues to pursue ongoing technology education.

Chris and her husband, Tony, jointly manage Mancini Realty, LLC, which owns and operates a landmark building in Meredith, New Hampshire offering apartments, office space, and retail storefronts to the community. When she’s not behind her computer, Chris’s delights include theology, health and nutrition, gardening, hiking, kayaking, and playing with the family dogs.

Lisa G. Marecki

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Lisa Marecki has held positions of increasing levels of responsibility with Discover Re since March 2001. Ms. Marecki currently leads a team responsible for the claim handling of Discover’s Workers’ Compensation program business, as well as for the management of claims made against Discover Re’s aggregate stop loss product. Often times her group’s insureds will look to the claim executive for their thoughts, opinion and recommendations on claim handling. They are often viewed as an independent, objective source with a wealth of claim management experience that values the partnerships that are formed.

Ms. Marecki has 20 years of TPA and primary casualty insurer claim handling and management experience. Prior to joining Discover Re, Ms. Marecki worked with CIGNA/ESIS and AIG. Ms. Marecki holds a Bachelor of Science degree in Business and Economics from Eastern Connecticut State University.

Christopher Murray

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Chris serves as the President of Midwest Insurance Group, Inc. In this role he is responsible for directing the Company's operations including claims management, underwriting, financial operations and marketing. MIG provides professional and general liability coverage for long term care facilities. Chris has been involved in implementing and managing alternative risk insurance programs for 15 years.

Robert H. "Skip" Myers, Jr., Esq.

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Mr. Myers represents a variety of insurance entities, trade associations, and other corporations. He has written, spoken, and presented testimony on various issues, including the antitrust regulation of the financial services industry, the utilization of interstate compacts for insurance regulation, federal initiatives regarding the regulation of the business of insurance, financial services reform, privacy, the Liability Risk Retention Act, the Terrorism Risk Insurance Act, and a variety of issues related to captive insurance companies.

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Joseph L. Petrelli is the President and a founder of Demotech, Inc. Petrelli is a Member in good standing of the Casualty Actuarial Society, American Academy of Actuaries and the Conference of Consulting Actuaries. He is a graduate of The College of Insurance (St. John's University), having earned a Bachelor of Science in Actuarial Science and he has earned a Masters of Business Administration from The Ohio State University. He has been actively engaged in the P&C insurance industry for more than 35 years.

Employed as a consultant since 1980, his work experience includes employment at Nationwide Mutual Insurance Company, Countryway Insurance Company and Insurance Services Office. Clients have

included the State of Ohio Department of Insurance, Ohio State Insurance Fund, the State of Iowa and hundreds of regional insurance companies throughout the United States. Assignments include loss and loss adjustment expense reserve analysis, pricing recommendations and product development as well as assignment of Financial Stability Ratings®.

Organized in 1985, Demotech, Inc. is a Columbus, Ohio based financial analysis and actuarial services company. Demotech, Inc. provides services to regional P&C insurance companies, Title underwriters, public entity insurance pools and specialty insurance markets, such as risk retention groups. Financial Stability Ratings® of A or better are accepted by the secondary mortgage marketplace, virtually all mortgage lenders, a number of umbrella insurance markets and many sophisticated insureds.

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Marcia is the Senior Risk Analyst in the Risk Management department at Salt River Project located in Phoenix, AZ. SRP, formed in 1903 as the nation's first major multipurpose reclamation project, is today the third largest public utility in the United States serving over 925,000 electric and water customers throughout central Arizona. SRP operates or is a participant in seven major power plants including thermal, nuclear and hydroelectric sources. It delivers nearly one million acre-feet of water to a 240,000-acre service area, operates six dams and reservoirs and a 131-mile canal system that carries water to eight cities, as well as to agricultural and urban irrigation.

Marcia is a graduate of The University of Texas with a BBA in Risk Management and Insurance and Georgia State University with a MBA in Risk Management and Insurance. Prior to working at SRP, Marcia worked in other corporate risk management departments as well as on the brokerage side of the business. Part of her responsibilities at SRP is the management of SRP's single parent captive, SRP Captive Risk Solutions, Ltd.

Marcia is currently an officer of the Central Arizona Chapter of RIMS, the President of the Phoenix Chapter of the Texas Exes, The University of Texas Alumni Association and is also currently serving on the Board of AZ Captive Insurance Association.

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Cliff Roberti serves as the Director of Government Relations for the Self-Insurance Institute of America (SIIA) in the Washington, D.C. office. SIIA is the largest national non-profit association dedicated exclusively to protecting and promoting self-insurance and the alternative risk financing industry. Mr. Roberti previously served on the staff of the U.S. House of Representatives Financial Services Committee under Chairman Michael G. Oxley where he managed legislation dealing with insurance, international trade, monetary policy and securities issues.

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Cayman Captive – Banner Health is a nonprofit health system based in Phoenix, AZ, with over 34,000 employees. Serving Arizona, Colorado, Alaska, Nebraska, Nevada, Wyoming, and California, Banner Health includes a system of 22 hospitals, approximately 900 employed physicians, six long term care centers, family clinics, home care and home medical equipment services.

Dale L. Schultz is the Vice President, Business Health/Risk Management, for Banner Health. Banner Health is one of the largest, nonprofit health care systems in the country with 20 hospitals, six long term care centers and an array of other services, including family clinics, home care services and home medical equipment services, in seven western states.

Dale is responsible for developing and implementing risk management and occupational health programs across their system. His responsibilities include: purchase of property and casualty insurance; management of insurance subsidiaries; internal claims administration for self-insured professional liability and workers' compensation; security; life safety and environmental liability; HIPAA; records management; as well as patient complaints and grievances.

He is past-chairman of the board of Samaritan Health Insurance Company; previous vice chair of board of directors of Holy Cross Resources; board member of several healthcare captives located in the Cayman Islands, Colorado, Vermont and the U.S.V.I. Dale is also a former board member of MedAire and its subsidiary MedSpace. He served two terms as a member of the Arizona Workers' Compensation Appeals Board. He is currently a member of the YMCA Risk Management Committee and on the board of directors for the Foundation for Blind Children in Phoenix, Arizona.

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Layton C. "Butch" Severson is the founder and President of the L. C. Severson Company. He is an experienced risk management consultant with a primary focus on the healthcare field - specializing in risk management, risk financing, claims handling and claims management. As a consultant, Mr. Severson serves as claims manager for self-insured hospitals, supervising and managing major professional and general liability claims. In addition to developing strategic risk financing and risk management programs, Mr. Severson consults on long range claim resolution, alternative dispute resolution and litigation management for commercial insurers, captive insurance companies, and self insured entities.

Mr. Severson is a nationally recognized expert on malpractice claims, catastrophic claims negotiation and Alternative Dispute Resolution. He has created claims management, audit and monitoring systems for healthcare provider organizations, captive insurers, and insurance companies, and has consulted in the creation of claim audit systems to assist self-insureds, captive insurers, and commercial insurers to comply with insurance and accounting standards. Mr. Severson has served as a consultant to several state hospital associations and has testified on malpractice and tort reform before state legislatures.

He received his undergraduate degree from Idaho State University, and holds the ARM (Associate in Risk Management) and AIC (Associate in Claims) designations from the Insurance Institute of America (IIA). He has served as a speaker, educator, and consultant to physicians, hospitals, clinics, insurance companies, and various healthcare organizations throughout the United States. He was one of the founders of both the Ohio Society for Healthcare Risk Managers (the first professional healthcare risk management society in the United States), and the American Society of Healthcare Risk Managers (ASHRM).

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Michael is responsible for Corporate Development and Insurance for several trucking companies owned by his extended family, representing over 1,000 trucks. In the past year, the Michael has developed a new insurance strategy, to include a captive domiciled in AZ. Previously, Michael was with Asurion Insurance Services for more than 10 years. From 2001-2005, He held dual roles of President of Asurion Insurance Services, Inc. and Senior Director of Product Marketing. While there for over 10 years, Michael's responsibilities primarily included sales, marketing and insurance development of a niche product. During his 10 years, Asurion experienced the following growth: 20 to 4,000 employees, \$20MM to \$1,500 MM in annual revenue, 15,000 to 800,000 in monthly phone calls, 0 to 500,000 Wireless phones distributed

per month, 500K to 40MM insured customers. Prior to Asurion, Michael was employed by the Dallas Cowboys Football Club and the U.S. Army. Michael holds a BA from the University of North Texas.

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Nick Teetelli serves as the chief executive officer of Maple Technologies and is one of the principal designers and architects of Maple's proprietary insurance information system product, Aspire®. He has extensive experience in the insurance industry that spans nearly three decades.

Maple Technologies is a software development company specializing in web applications for the Captive & Alternative Risk Transfer industry. Aspire® is a comprehensive web-based Internet policy, claim and reinsurance management system, with statutory reporting capabilities. Aspire® boasts cutting-edge technologies that combine intuitive user interfaces with intelligent data structures. Through integration of the latest in web and database technologies, Aspire® allows real time access to data while offering full policy, claim and reinsurance management capabilities that respond quickly. For more information, visit www.maple-tech.com.

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University Physicians Healthcare is Arizona's largest physicians group with over 350 physicians, 260 nurses and 1,250 staff, with a Hawaii-domiciled captive. In collaboration with University Physicians Hospital, The University of Arizona and University Medical Center, they treat patients, educate medical students, train physicians and conduct clinical research.

Jean Tkachyk is an Arizona licensed certified public accountant with 23 years of healthcare experience including eight years in public accounting (Ernst & Young) and 18 years as the CFO for University Physicians Healthcare. She graduated from The University of Arizona in 1982 with a bachelor's degree in accounting.

Jean is a current board member of the United Way of Tucson and Southern Arizona and the Southern Arizona Community Bank. She is an active member of Healthcare Financial Management Association. Jean is the former Treasurer of the United Way and the Girl Scouts Council.

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Governor Napolitano first appointed Christina Urias as Director of the Arizona Department of Insurance in November 2003 and recently reappointed her to a six year term (2006-2012). Prior to her appointment, Ms. Urias was a partner at the law firm of DeConcini McDonald Yetwin & Lacy, P.C. (1989-2003). She maintained a broad-based litigation practice, primarily, involving insurance defense and consumer protection matters.

From 1973 to 1985, before becoming an attorney, Ms. Urias worked in the insurance industry as a property and casualty claims representative, where her responsibilities included coverage analysis, monitoring litigation strategies, investigation, negotiation and settlement of general, automobile, property and product liability claims.

A member of a seventh generation Tucson pioneer family, she is also fluent in Spanish. She received her B.A in philosophy (With Distinction) from the University of Arizona (1972) and graduated Cum Laude from the University of Arizona College of Law (1988). Ms. Urias clerked for then Chief Justice Frank X. Gordon, Jr., of the Arizona Supreme Court from 1988-1989. The Arizona Bar Foundation named Ms. Urias as one of the Top 50 Pro Bono Attorneys in Arizona and in 1997 awarded her The Pro Bono Service Award for her outstanding volunteer legal services to the community.

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P. Bruce Wright is a partner in the tax department at Dewey & LeBoeuf LLP, where he is involved on a regular basis in tax and insurance law issues including representation of property and casualty insurance companies, formation of single parent/group captive insurers, counseling of risk retention groups and creation of various types of alternative risk financing mechanisms, including, among others, "rent-a-captives" and "cell companies." Administratively he is in charge of risk management at the firm with responsibility for both P&C and professional liability insurance placements. His practice has included counseling clients on formation of commercial offshore privately and publicly held entities and the development of structured financial products such as securitizations, swaps, options and similar products, used as alternatives to conventional risk financing mechanisms. Mr. Wright also holds the CPCU designation and speaks regularly at industry conferences including among others the Vermont Captive Insurance Association, Captive Insurance Company Association, Nevada Captive Insurance Association and Hawaii Captive Insurance Association.