

FORUM 2013

CAPTIVATING SUCCESS

REGISTRATION
BROCHURE

HAWAII
CAPTIVE
INSURANCE
C O U N C I L

November 5 - 8 · Hapuna Beach Hotel · Island of Hawaii

Platinum



Gold



Silver



Our Forum this year concentrates on presenting **“Strategies for Success”** for captive insurance company owners and service provider advisors to owners. We are also offering increased opportunities for sponsor recognition, networking and showing our appreciation to our Hawaii captive insurance company owners.

Sponsorship/Supporter Opportunities are Still Available!

Please visit our website for more information: <http://hawaiicaptives.com/hcic-annual-forum>

Why Attend the HCIC 2013 Forum?

While we can all get technical help from web seminars and on-line courses, the real value of attending a Forum is to network with industry experts and peers who have been there and done that.

An unprecedented number of successful captive insurance company

owners will share their ideas and experiences at this year’s conference. In addition, we’ve added networking events and opportunities to express our appreciation to the captive insurance industry.

Join us in the Captivating Success of Hawaii!

Keynote Speaker



Captivating Success— Never Give Up!

Born into a family of surfers on February 8, 1990, on the island of Kauai, Hawaii, **Bethany Hamilton** began surfing at a young age. After a tragic incident at the age of 13, just 10 years ago, Bethany’s near death experience could have

caused her to give up. But Bethany’s determination and commitment drove her back to the water and she achieved her first national surfing title just two years later.

Bethany Hamilton has become a source of inspiration to millions through her story of faith, determination, and hope. Please join us in celebrating this amazing young woman’s life and experience the true meaning of success.

Enhanced Networking Opportunities

- Exhibitor Hall
- Golf Tournament (additional fee)
- Welcome Reception
- Captive Owner Appreciation Dinner
- After Hours Entertainment
- Topical Tropical Breakfast

fo-rum *noun*

\'f0r-əm\

“a public meeting or lecture involving audience discussion”

Source: Merriam-Webster Dictionary



Author, Speaker, Inspiration
Bethany Hamilton



HCIC Golf Tournament

SUBJECT TO CHANGE

See website for most current updates.

Tuesday, November 5

9:00 AM - 10:00 AM	General Session: ICCIE Webinar & Live Panel: Group Captive Opportunities for Healthcare Providers
1:00 PM - 4:00 PM	Registration and Exhibitor Set-Up
1:30 PM - 2:45 PM	Concurrent Sessions: Risk Retention Group Update Strategies for Foreign-Owned Captives
3:00 PM - 4:15 PM	Concurrent Sessions: Healthcare Captives - Loss and Reinsurance Trends Extended Warranty Captive Applications

Wednesday, November 6

7:00 AM	Golf Tournament Starts
1:00 PM - 5:00 PM	Registration and Exhibitor Set-Up
5:00 PM—7:00 PM	Exhibitor Hall
5:00 PM - 9:00 PM	Welcome Reception & Captive Owner Appreciation Dinner
9:00 PM	After Hours Entertainment

Thursday, November 7

7:30 AM - 8:30 AM	Breakfast
8:00 AM - 5:00 PM	Registration Desk
8:00 AM - 5:00 PM	Exhibitor Hall
8:00 AM - 9:45 AM	General Session: Captivating Success and the Regulator's Role
10:00 AM - 11:15 AM	General Session: Upper Management Involvement - Key to Success
11:15 AM - 12:15 PM	Concurrent Sessions: Optimizing Reinsurance Programs Emerging Strategies for Cell Captive Structures
12:15 PM - 1:30 PM	Keynote Speaker Luncheon—Bethany Hamilton
1:45 PM - 3:00 PM	General Session: What Your Captive Manager Doesn't Know
3:15 PM - 4:30 PM	Concurrent Sessions: Financing Employee Benefits with Captives & the Impact of Healthcare Reform Using Analytics to Enhance Captive Performance
4:30 PM - 5:00 PM	HCIC Membership Meeting

Friday, November 8

8:00 AM—9:00 AM	Topical Tropical Breakfast
8:00 AM - 12:30 PM	Registration Desk
8:00 AM - 12:00 PM	Exhibitor Hall
9:00 AM - 10:00 AM	General Session: From Blue Print to High Rise
10:15 AM - 11:15 AM	Concurrent Sessions: Evolving Strategic Investment Policies Captive Taxation—What Works, What Doesn't
11:15 AM - 12:15 PM	General Session: Cyber-Risk and Data Security Captive Applications

TUESDAY, NOVEMBER 5

SUBJECT TO CHANGE
See website for most current updates.

• 9:00 AM—10:00 AM

ICCIE Webinar and Live Panel: Group Captive Opportunities for Healthcare Providers

International Center for Captive Insurance Education (ICCIE) and the HCIC proudly present a joint webinar and panel presentation for all ICCIE participants and HCIC Forum attendees. We will describe how the Stanford Hospital and Clinics recently developed a Hawaii risk retention group to enable best-in-class medical professional liability coverage for medical groups and other affiliated physician practices. Among the topics to be explored will be program structure, policy design, use of a tax efficient reciprocal RRG format and Hawaii/California insurance regulatory aspects.

Moderator/Speakers:

John Littig—Chief Finance and Underwriting Officer, **Stanford University Medical Network Risk Authority, LLC**

Tom Jones—Partner, **McDermott Will & Emery LLP**

Gisele Norris—Managing Director, **Aon Health Care West**

Paul Shimomoto—Partner, **Char Hamilton Yoshida & Shimomoto**

• 1:30 PM—2:45 PM CONCURRENT

Risk Retention Group Update

After a brief update on regulatory issues affecting risk retention groups (RRGs), we will open up audience discussion with RRGs and potential RRGs.

Moderator/Speakers:

Chris Mertes—Chief Financial Officer and EVP, **The Mutual RRG Inc.**

Sanford Saito—Captive Insurance Examiner, **State of Hawaii Insurance Division**

Jerry Yoshida—Partner, **Char Hamilton Yoshida & Shimomoto**

Strategies for Foreign-Owned Captives

Covers the basics of captive insurance companies owned by a foreign parent. Topics include international domicile comparison, challenges of operating a captive, U.S. taxation of the captive, foreign tax laws and structuring of a captive and differences in accounting practices. We will also discuss set-up considerations, basic rules of covering foreign based risks as well as the advantages of owning a Hawaii-based captive.

Moderator/Speakers:

Jason Palmer—Managing Director, **Willis Management (Hawaii)**

Hiroyoshi Ogawa—Deputy General Manager, Corporate Strategy Headquarters, **Kintetsu World Express, Inc.**

Darryl Nitta—Senior Manager, **Accuity LLP**

TUESDAY, NOVEMBER 5SUBJECT TO CHANGE
See website for most current updates.**• 3:00 PM—4:15 PM CONCURRENT**

Healthcare Captives - Loss and Reinsurance Trends

Focuses on loss, reinsurance trends and the implications of healthcare reform on professional liability. Our panel will present and discuss ongoing and anticipated issues that may affect healthcare captive owners with respect to loss development, reinsurance considerations and emerging liability events created by an unfamiliar landscape with respect to healthcare reform, emerging Accountable Care models and the regulatory environment.

*Moderator/Speakers:***Dave Triebes**—VP, **Samaritan Health Services****Rita Hamilton**—Regional Healthcare Litigation Manager, **Zurich Healthcare****Steve Kahl**—EVP & Managing Director, Healthcare, **Arthur J. Gallagher & Co.****Rich Lord**—Principal, **Milliman Inc.**

Extended Warranty Captive Applications

Electronics makers and other manufacturers have been using captive programs to insure extended warranty offers for years. We will discuss the kinds of companies using these captive programs and specifically what type of warranties they are selling and insuring.

*Moderator/Speakers:***Dave Bender**—Attorney, **Anderson Kill & Olick, PC****Richard Mosher**—Attorney, **Anderson Kill & Olick, PC**

THURSDAY, NOVEMBER 7

SUBJECT TO CHANGE
See website for most current updates.

• 8:00 AM—9:45 AM**Captivating Success and the Regulator's Role**

In our opening general session, a panel of executives associated with three of the many highly successful Hawaii domiciled captive insurance companies talk about their experiences and what it takes to stay on the right path and continually improve on their captives' performances. Then, Hawaii Captive Insurance Administrator, George Sumner, will speak on the regulator's role in guiding captive success, with a brief update on Hawaii regulatory changes.

Moderator/Speakers:

Jerry Yoshida – Partner, **Char Hamilton Yoshida & Shimomoto**

David Bell - Executive Director, Corporate Risk Management, **Kaiser Foundation Health Plan, Inc.**

Gloria Everett - President and CEO, **The Mutual RRG Inc.**

Ben Salazar - Chief Financial Officer, **Kamehameha Schools**

George Sumner, III - Deputy Insurance Commissioner and Captive Insurance Administrator, **State of Hawaii Insurance Division**

• 10:00 AM—11:15 AM**Upper Management Involvement - Key to Success**

Captive owners will provide behind the scenes understanding of the critical role performed by upper management in a successful captive insurance program.

Moderator/Speakers:

Scot Sterenberg—VP Office Head, **Marsh Management Services**

Soraya Wright—VP, Global Risk Management, **The Clorox Company**

• 11:15 AM—12:15 PM CONCURRENT**Optimizing Reinsurance Programs**

Integrated programs incorporating both traditional and non-traditional risks and financial management strategies can be extremely useful in helping captive owners optimize capital and reinsurance capacity more effectively, strengthening the risk management and cost-saving benefits delivered by the captive to the parent organization. We will explore how captive owners can optimize capital-management, reinsurance and related strategies through the utilization of multi-line, multi-year, integrated programs.

Moderator/Speakers:

Todd Cunningham — Senior VP, **Zurich**

THURSDAY, NOVEMBER 7

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- **11:15 AM—12:15 PM CONCURRENT Cont.**

Emerging Strategies for Cell Captive Structures

Since the refinement of Hawaii's sponsored captive laws in 2008, there have been significant developments in the sponsored cell captive space. We will provide an overview of the evolution of the cell concept from its beginnings as offshore rent-a-captives, to sponsored and incorporated cell, and series LLC structures. Insights and observations of strategic, operational, financial, and regulatory issues of some of the more active domiciles, including Hawaii's venture into this active sector of the captive space will be discussed.

Moderator/Speakers:

Cindy Belcher—Chief Operating Officer, **Co-operative of American Physicians Insurance Company, Inc.**

Melissa Hancock—Regional Manager, **Strategic Risk Solutions**

George Sumner, III—Deputy Insurance Commissioner and Captive Insurance Administrator, **State of Hawaii Insurance Division**

- **1:45 PM—3:00 PM**

What Your Captive Manager Doesn't Know

Presents a unique owner's perspective on the concerns of risk managers, provide insights on the dynamic between owners and captive managers, aimed to ultimately improve the captive management process. Panelists will include some of our most illustrious Hawaii captive owners.

Moderator/Speakers:

Jason Flaxbeard—Senior Managing Director, **Beecher Carlson**

Ward Ching—VP Risk Management Operations, **Safeway**

Dave Kahaulelio—VP of Risk Management, **The Queen's Health Systems**

Mike Owens—Senior Director of Risk Finance, **Marriott International**

- **3:15 PM—4:30 PM CONCURRENT**

Financing Employee Benefits with Captives & the Impact of Healthcare Reform

Does it make sense to use my captive insurance company to underwrite all or some of our medical benefits liabilities? The ultimate decision on captive utilization will depend on a careful consideration of economic and regulatory factors that are specific to each transaction. We will provide advice and guidelines to help answer this question, and will describe Single Parent and Group Captive structures. In addition, several of the rules from PPACA that may impact companies as employers and captives will also be reviewed.

Moderator/Speakers:

Basil Pappas - Consultant

Kathleen Waslov - Senior VP, **Willis**

THURSDAY, NOVEMBER 7

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• 3:15 PM—4:30 PM CONCURRENT Cont.**Using Analytics to Enhance Captive Performance**

Stakeholders and regulators are requiring more granular risk quantification. While historically confined to “formal” commercial insurance company settings, sophisticated analytical products and models are now being scaled and deployed within the captive insurer space. Whether the questions are regarding how much risk should be retained or ceded, the optimal level of capital to be held, the exposure to a specific return time period event, or what other risks could/should the captive consider....analytics provide invaluable insights for captive owners and overseers alike.

Moderator/Speakers:

David Bell— Executive Director, Corporate Risk Management, **Kaiser Permanente**

Ellen Charnley —Managing Director, **Marsh Captive Solutions**

Rich Foster—Managing Director, **Guy Carpenter**

FRIDAY, NOVEMBER 8**• 9:00 AM—10:00 AM****From Blue Print to High Rise**

Developing a captive from strong foundations to cutting edge architecture. The most successful captives are those treated as an integral part of the corporate risk program. This involves developing from traditional insurance foundations to design and implementation of new solutions to address emerging risks and opportunities. None of this happens by accident, it all starts with the initial design and mind set. Our session will demonstrate how to build a program that will stand the test of

Moderator/Speakers:

Ronni Horrillo—Assistant Treasurer, **Google Inc.**

Alison Quinlivan—Managing Director, **Aon Captive & Insurance Managers**

FRIDAY, NOVEMBER 8

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See website for most current updates.

• 10:15 AM—11:15 AM CONCURRENT**Evolving Strategic Investment Policies**

Explore the process of developing and executing a Strategic Investment Policy starting from the approval process to the implementation of investment strategies throughout the captive's life cycle. We will discuss the flexibility and benefits of using a Strategic Investment Policy during turbulent financial markets and beyond. The captive owner will describe his captive's experience with the implementation of its Strategic Investment Policy and the benefits provided to their multi-hospital insurance program. Investment professionals will review statutory guidelines and discuss various investment strategies.

Moderator/Speakers:

Jerelyn Brown—Vice President, Institutional Wealth Management, **First Hawaiian Bank**

Aaron Crane—Chief Finance and Strategy Officer, **Salem Health**

Larry Fernandes—Executive VP, Institutional Balance Sheet Asset Management Sales, **Wells Fargo Asset Management**

Mike Hirai—Senior Vice President and Manager, Institutional Wealth Management Division, **First Hawaiian Bank**

Captive Taxation—What Works, What Doesn't

How would you decide? What is your opinion? Come discuss recent court cases and client fact patterns. This will be an interactive session, giving attendees a hands-on learning experience about captive taxation. Our tax experts will also provide updates on recent court cases and other events which have tax implications for captives.

Moderator/Speakers:

Karl Huish—President of Captive Services, **Artex Risk Solutions, Inc.**

P. Bruce Wright—Partner, **Sutherland, Ashbill & Brennan LLP**

• 11:15 AM—12:15 PM**Cyber-Risk and Data Security Captive Applications**

Data security breaches continue to dominate the headlines with more and more businesses, governmental authorities, and other companies falling victim. We will examine key measures that businesses must take to protect themselves.

Moderator/Speakers:

Fay Okamoto—Division Senior VP, **Artex Risk Solutions, Inc.**

Joshua Gold—Attorney, **Anderson Kill & Olick, PC**

Dave Kahalelio—VP of Risk Management, **The Queen's Health Systems**

WEDNESDAY Thru FRIDAY, NOVEMBER 6—8

Exhibitor Hall

Our Sponsors will be available during Exhibitor Hall Hours to answer all your questions regarding their products and services. Since most of our sponsors are also highly skilled business advisors, make sure you stop by the Exhibitor Hall and meet their management and staff, personally.

WEDNESDAY, NOVEMBER 6

Golf Tournament

Join us for the 16th HCIC Golf Tournament on Wednesday, November 6th at the Hapuna Golf Course. This Arnold Palmer/Ed Seay course is a championship “links-style” design that was built in 1992 and stretches to just under 6,900 yards. The Pacific Ocean serves as the picture perfect backdrop and can be seen from every hole. *Registration fee is \$150 per person.*

Welcome Reception

Our Welcome Cocktail Reception will be held in the Exhibitor Hall on the opening day of the Forum. See what the buzz is all about with this year’s conference and meet the speakers, sponsors and other important people in the Hawaii captive industry.

Captive Owner Appreciation Dinner

This year we honor our Hawaii captive owners with a special presentation at our Wednesday dinner. We have a small gift for all owners attending with thanks from all the HCIC Forum sponsors and supporters who appreciate our Hawaii captive owners.

After Hours Entertainment

Look at the stars or reach for the stars? Who knows with our usual fine after dinner entertainment? But for sure it will be a relaxed and pleasant event to network with captive owners, expert service advisors and regulators.

FRIDAY, NOVEMBER 8

Topical Tropical Breakfast

Questions about all the ideas thrown at you in the technical sessions? Our breakfast tables on Friday will be arranged by special topics or industries such as Healthcare, Cell Captives, Taxation, Foreign-Owned Captives, etc. so you can sit with people with your same interests. Our table hosts will help with introductions and to facilitate a lively discussion. Bored or done? Move on to another table – this is like speed dating for captives!



Situated on the sunny Kohala Coast, Hapuna Beach Prince Hotel has defined Big Island luxury since its opening in 1994.

HCIC is pleased to be having this year's Forum at the Hapuna Beach Prince Hotel on the Island of Hawaii. Rooms at the neighboring hotel, Mauna Kea Beach Hotel are also available at special rates. Please be sure to book your room within the **HCIC Forum 2013** room block to receive our very special rates discounted 40% or more from the published rack rates. Limited pre and post conference nights are also available at our negotiated rate. For more information on the hotel properties, please visit their website <http://www.princeresortshawaii.com>.

RESERVATIONS: 1-866-PRINCE 6 (1-866-774-6236)

SPECIAL HCIC HOTEL ROOM RATES

HAPUNA BEACH PRINCE HOTEL

Run of House – \$179.00 single/double

Ocean Front Suite – \$359.00 single/double

MAUNA KEA BEACH HOTEL

Golf Vista or Plumeria Beach Club (Fl. 2-4)
– \$299 single/double

Ocean View (Fl. 5-7) – \$ 359.00 single/
double

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maaina rates available with proof of residency.

Plus applicable taxes.

Special HCIC room rates are first come first served and must be made prior to October 4, 2013.

CAPTIVATING SUCCESS

HAWAII
CAPTIVE
INSURANCE
Forum 2013

November 5 - 8, 2013 ♦ Hapuna Beach Prince Hotel ♦ Island of Hawaii

HCIC EDUCATIONAL FORUM REGISTRATION

Or register online at: www.regonline.com/hcicforum2013

REGISTRATION INFORMATION (please fill out one form per registrant)

FIRST TIME ATTENDEE? Check here and indicate name of person who referred you: _____

NAME: _____ COMPANY: _____

Captive insurance company owners, please indicate the name of your captive: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIPCODE: _____

TELEPHONE: _____

EMAIL: _____

CONFERENCE PASS RATES

Selection	Early Bird Rate <small>(prior to 9/15/13)</small>	Regular Rate
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_____ HCIC MEMBER Full Pass.....\$850.....\$1100

Entitles you to all educational sessions, included meals, entertainment and entrance to the Exhibit Hall. *Current HCIC Members should select this Pass category. Membership will be verified.*

_____ NON-MEMBER Full Pass.....\$1250.....\$1400

Entitles you to all educational sessions, included meals, entertainment and entrance to the Exhibit Hall. *Non HCIC members should select this Pass category. If you are registering two or more individuals from your organization, we suggest you consider joining HCIC to save on your registration fees!*

_____ ONE DAY Pass.....\$700

Entitles you to entrance into the Exhibit Hall, all meals and educational sessions on one day of your choice. *Please select: Tuesday, Thursday or Friday.*

_____ SOCIAL Pass.....\$200

Entitles you to all meals & entertainment specified in program, including Captive Owner Appreciation Dinner. *Must be purchased with a Full Pass.*

SPECIAL REGISTRATION RATES

Entitles you to all educational sessions, included meals, entertainment and entrance to the Exhibit Hall.
Please select one of the following categories.

_____ 1st TIME OWNER Full Pass..... \$700

Captive Owners who have not attended an HCIC Forum in the past should select this Pass category.

_____ SPEAKER Full Pass..... \$350

Forum 2013 Speakers should select this Pass Category.

_____ GOVERNMENT Full Pass\$700

Hawaii State employees should select this Pass Category.

All special rates are subject to verification of eligibility.

HAPUNA GOLF TOURNAMENT

*16th HCIC Golf Tournament will be on **Wednesday, November 6, 2013.***

_____ GOLF TOURNAMENT\$150

HOTEL RESERVATIONS must be made separately by calling the Hapuna Beach Prince Hotel 1 (866) PRINCE 6 (866-774-6236)

PAYMENT

Credit Card (select type) Visa MasterCard American Express

Card Number: _____ 3 or 4 digit CVS code _____ Exp. Date _____

Cardholders Name (as it appears on the card) _____

Mail Form To:

HCIC P.O. Box 2815, Honolulu, HI 96803

Email Form To: info@hawaiicaptives.com

Cancellation Policy

Cancellations received in writing by September 15, 2013 will receive a full refund. Cancellations received in writing between September 15 and October 15, 2013 will receive a 50% refund. Cancellations after October 15, 2013 are non-refundable. HCIC is a not-for-profit organization. FEIN #99-0292660

Logistics

The Island of Hawaii is about a one hour flight from Honolulu. The closest airport to the hotel is the Kona airport (airport code KOA). For further information on getting from the airport to the hotel, see the hotel's web site:

<http://www.princeresortshawaii.com/hapuna-beach-prince-hotel/hapuna-prince-location.php>

While you are at the resort, there will be shuttles between the Hapuna Beach Prince Hotel (location of the conference) and its sister property, Mauna Kea Beach Hotel. If you plan on doing sightseeing on the island or eating at some of the other fine restaurants not on the property, you will probably want to rent a car, since there is limited public transport options.

Attire

Dress during the conference (including for our speakers) is resort casual meaning aloha attire or the appropriate equivalent. Sometimes the meeting rooms can get a bit zealously air conditioned, so please have a jacket or sweater available if you chill easily.

We expect the normal Hawaii weather in November, daytime highs in the 80's and lows in the 70's and blue skies!

CPE

Continuing professional education credits are available for Hawaii licensed CPA's . Please make sure you sign the required attendance documents during the conference.

Miscellaneous Lodging Expenses

The HCIC has negotiated special rates at both the Hapuna Beach Prince Hotel and Mauna Kea Beach Hotel during our event. A mandatory fee for the handling of luggage in and out of the hotel will apply. Porterage is currently \$8.00 plus 4.166% tax per person, round trip, and is subject to change. Self parking has been waived, valet parking will be \$20.00 per day. Housekeeping gratuities are at the discretion of the individual guest. There are no resort fees or charges for use of the fitness center. WiFi is complimentary in your guestroom.

Green

As usual, we will not be passing out paper handouts at the sessions, but will email all conference participants a link to the handouts after the conference is over.

Sponsorship

The Forum is made possible by the generous support of HCIC sponsors. Learn how you can be a part of this event and show your appreciation to captive owners by becoming a sponsor or supporter:

<http://hawaiicaptives.com/wp-content/uploads/2013/05/sponsorform2013.pdf>

Forum Committee

Special thanks to the HCIC Forum Committee members for their hard work in making this event a success.

Co-chairs: Wanda Jong, **First Risk Management Services**
 Fay Okamoto, **Artex Risk Solutions**

Joanne Arizumi, **First Hawaiian Bank**

Jamie Asato, **Accuity LLP**

Helen Chang, **Bank of Hawaii**

Christina Kamaka, **Aon Captive & Insurance Managers**

Jill Miura, **KMH LLP**

Jason Palmer, **Willis Management (Hawaii)**

Lynn Saito, **Marsh Management Services**