

# Captivating Success



**HAWAII**  
**CAPTIVE**  
**INSURANCE**  
C O U N C I L

## HCIC Educational Forum 2013

NOVEMBER 5 - 8, 2013  
HAPUNA BEACH PRINCE HOTEL  
BIG ISLAND OF HAWAII

Conference Program

# Mahalo to our **PLATINUM** Sponsors



## State of Hawaii, Insurance Division

Experience, Reliability, Accessibility. Hawaii is one of the world's premier domiciles for captive insurance. With more than 25 years of experience, Hawaii's Captive Insurance Branch leads the way with specialized insurance regulatory expertise and reliable professional services. We believe in prudent, but flexible regulation of captive insurance companies in this rapidly changing environment.



## Zurich

A market leader in the captive industry offering services that can help unlock the full potential of your captive. For 25 years, Zurich's Captive Services professionals have been delivering specialized knowledge and experience to captive owners around the world to help meet their most complex needs. Whether single-parent, group, agency, cell or program captive, even Special Interest Group Captives and Risk Retention Groups, Zurich's Captive Services team can help any kind of captive work better.

# Mahalo to our **GOLD** Sponsors



## First Hawaiian Bank

Work with our experienced team to receive customized financial solutions for your captive. We are part of the BNP Paribas family.



## Marsh

Marsh Captive Solutions' mission is to help our clients thrive by providing leadership, knowledge, and solutions worldwide. Our dedicated captive management professionals in Hawaii are well prepared to provide specialized, strategic and results focused captive services.



## MIJS & Captive Resources

MIJS Captive Management, LLC and Captive Resources, LLC have teamed up to provide our nationwide client base superior formation, management and legal captive services.

# Mahalo to our **SILVER** Sponsors



## ***E Komo Mai! Welcome!***

To Hawaii Captive Insurance Companies and Supporters:

On behalf of the State of Hawaii and Hawaii Captive Insurance Council, we welcome to you to a meeting of minds for one of our State's most important industries, captive insurance.

We thank each and every captive insurance company owner and service provider for their overwhelming support to our State. We are proud of the caliber of the company owners and service providers that this industry has brought to our Aloha State.

The State of Hawaii is committed to providing the best and most responsive regulatory environment in our nation and worldwide. Please come and meet the staff of the Hawaii Captive Insurance Branch during the Forum or call us anytime with your questions or concerns.

Our HCIC Board members are on hand to discuss how we may best help you and your companies achieve their own Captivating Success. We hope you will actively participate in the sessions and networking opportunities at the Forum, and continue to support the Hawaii captive insurance industry.

*Mahalo* – Thank You,



**Gordon I. Ito**  
*Insurance Commissioner*  
*State of Hawaii*



**Chris Mertes**  
*President*  
*Hawaii Captive*  
*Insurance Council*

*Don't miss  
these events!*

## CAPTIVATING SUCCESS EVENT HIGHLIGHTS

**HAWAII**  
**CAPTIVE**  
**INSURANCE**  
COUNCIL

5

### WEDNESDAY, NOVEMBER 6TH

5:00 PM - 6:00 PM • BREEZEWAY

#### 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 Hawaii captive industry professionals.

6:00 PM - 8:00 PM • COURTYARD

#### 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 present with thanks from all the HCIC Forum sponsors and supporters who appreciate our Hawaii captive owners.

8:00 PM • OCEAN TERRACE LAWN & KAMANI ROOM

#### STARGAZING and "NO-RISK" CASINO

On the lawn outside the Kamani Room, a high-powered telescope will be set up for our attendees to view the starry Hawaiian skies with the guidance of a professional astronomer. Inside, don't miss your chance to gamble with play money in Paradise! Try your hand at blackjack, roulette, craps and poker. Something for everyone!

### THURSDAY, NOVEMBER 7TH

12:15 PM - 1:30 PM • OCEAN TERRACE RESTAURANT

#### KEYNOTE SPEAKER - BETHANY HAMILTON



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. Please join Bethany after the luncheon for book signing and photographs in the exhibitor area.

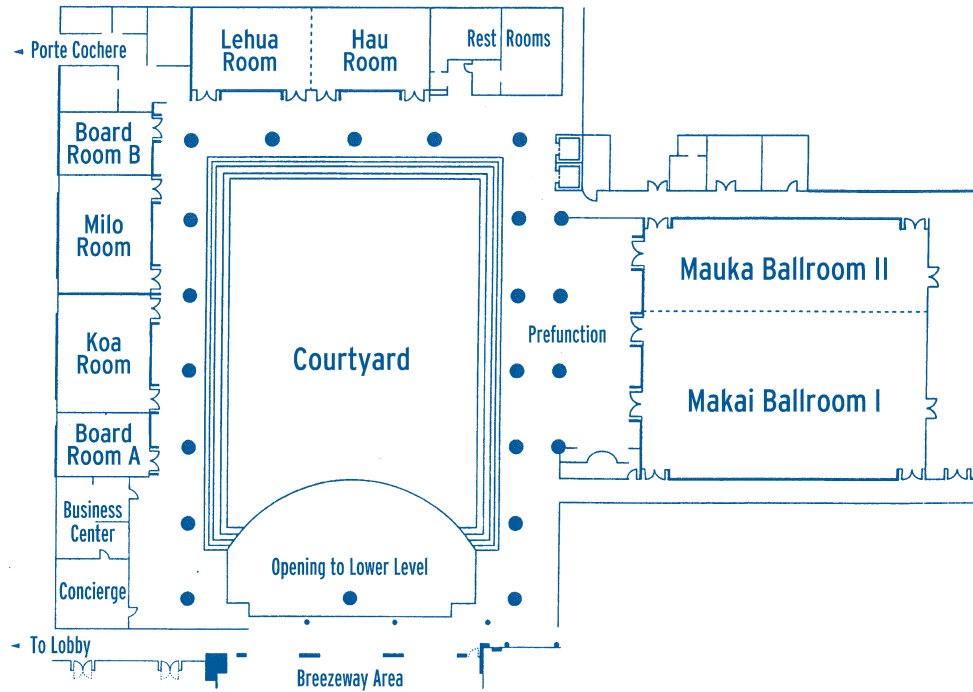
### FRIDAY, NOVEMBER 8TH

8:00 AM - 9:00 AM • COURTYARD

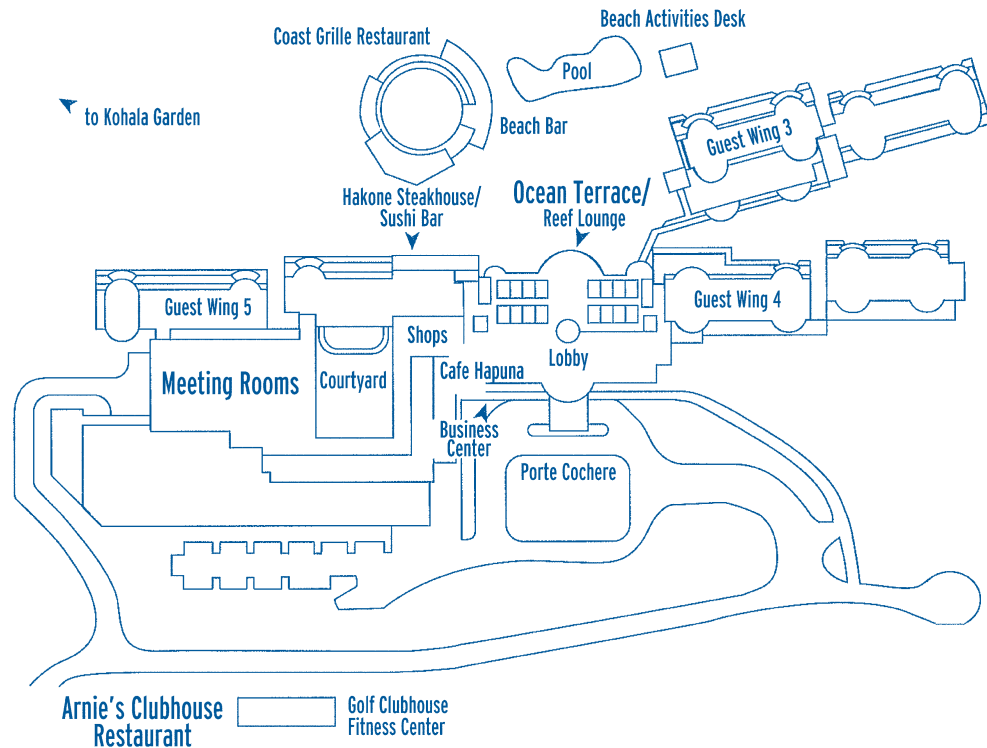
#### TOPICAL TROPICAL BREAKFAST

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 connect with people sharing your same interests and concerns. 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!

MEETING  
ROOMS  
AREA



HOTEL  
GROUNDS



## TIME

## LOCATION

## SESSION / EVENT

SUBJECT TO CHANGE

**TUESDAY, NOVEMBER 5**

9:00 AM - 10:00 AM	Makai Ballroom	General Session: <b>ICCIE Webinar &amp; Live Panel: Group Captive Opportunities for Healthcare Providers</b>
10:30 AM - 12:30 PM	Makai Ballroom	<b>HCIC Executive Committee and Board Meeting</b>
1:00 PM - 4:00 PM	Breezeway	Registration Desk Open and Exhibitor Set-Up
		<i>CONCURRENT SESSIONS:</i>
1:30 PM - 2:45 PM	Makai Ballroom	<b>Strategies for Foreign-Owned Captives</b>
	Mauka Ballroom	<b>Risk Retention Group Update</b>
		<i>CONCURRENT SESSIONS:</i>
3:00 PM - 4:15 PM	Makai Ballroom	<b>Healthcare Captives – Loss and Reinsurance Trends</b>
	Mauka Ballroom	<b>Extended Warranty Captive Applications</b>

**WEDNESDAY, NOVEMBER 6**

7:00 AM	Hapuna Golf Course	<b>Golf Tournament</b>
TBA	Arnie's	<b>Golf Tournament Awards</b> <i>awards will immediately follow the end of play</i>
1:00 PM - 5:00 PM	Breezeway	Registration Desk Open and Exhibitor Set-Up
5:00 PM - 6:00 PM	Breezeway	<b>Welcome Reception with Exhibitors</b>
6:00 PM - 8:00 PM	Courtyard	<b>Captive Owner Appreciation Dinner</b>
8:00 PM - 11:00 PM	Ocean Terrace Lawn	<b>Stargazing</b>
8:00 PM - 10:30 PM	Kamani Room	<b>After Hours “No Risk” Casino</b>

**THURSDAY, NOVEMBER 7**

7:00 AM - 8:00 AM	Courtyard	Breakfast
8:00 AM - 5:00 PM	Breezeway	Registration Desk and Exhibitor Hall Open
8:00 AM - 9:45 AM	Makai Ballroom	Opening Remarks and General Session: <b>Captivating Success and the Regulator’s Role</b>
10:00 AM - 11:15 AM	Makai Ballroom	General Session: <b>Upper Management Involvement – Key to Success</b>
		<i>CONCURRENT SESSIONS:</i>
11:15 AM - 12:15 PM	Makai Ballroom	<b>Optimizing Reinsurance Programs – Integrated Programs</b>
	Mauka Ballroom	<b>Emerging Strategies for Cell Captive Structures</b>
12:15 PM - 1:30 PM	Ocean Terrace	<b>Keynote Speaker Luncheon – Bethany Hamilton</b>
1:45 PM - 3:00 PM	Makai Ballroom	General Session: <b>What Your Captive Manager Doesn’t Know</b>
		<i>CONCURRENT SESSIONS:</i>
3:15 PM - 4:30 PM	Makai Ballroom	<b>Financing Employee Benefits with Captives &amp; the Impact of Healthcare Reform</b>
	Mauka Ballroom	<b>Using Analytics to Enhance Captive Performance</b>
4:30 PM - 5:00 PM	Mauka Ballroom	<b>HCIC Membership Meeting</b>

**FRIDAY, NOVEMBER 8**

8:00 AM - 9:00 AM	Courtyard	<b>Topical Tropical Breakfast</b>
8:00 AM - 12:00 PM	Breezeway	Registration Desk and Exhibitor Hall Open
9:00 AM - 10:00 AM	Makai Ballroom	General Session: <b>From Blue Print to High Rise</b>
		<i>CONCURRENT SESSIONS:</i>
10:15 AM - 11:15 AM	Makai Ballroom	<b>Evolving Strategic Investment Policies</b>
	Mauka Ballroom	<b>Captive Taxation – What Works, What Doesn’t</b>
11:15 AM - 12:15 PM	Makai Ballroom	General Session: <b>Cyber-Risk and Data Security Captive Applications</b>

**TUESDAY, NOVEMBER 5** 9:00 AM - 10:00 AM · MAKAI BALLROOM

## 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.

### SPEAKERS:

**TOM JONES**, Partner, McDermott Will & Emery LLP  
**JOHN LITTIG**, Chief Finance and Underwriting Officer, Stanford University Medical Network Risk Authority, LLC  
**GISELE NORRIS**, Managing Director, Aon Health Care West  
**PAUL SHIMOMOTO**, Partner, Char Hamilton Yoshida & Shimomoto

### Tom Jones

Tom is a tax partner at McDermott Will & Emery LLP. He focuses on federal and state tax, insurance, regulatory and legal matters concerning captive and other alternatives to commercial insurance. Tom earned a BA in Economics from the University of Illinois and MBA/JD Degrees from Cornell University. Among Tom's achievements: Bestowed with the Captive Insurance Companies Association's Distinguished Service Award and Ranked by Captive Review Magazine as #2 on its 2012 "Power 50" list of the most influential people in the captive industry globally.

### John Littig

John currently serves as the Chief Finance and Underwriting Officer of The Risk Authority of the Stanford University Medical Network, LLC. Prior to joining Stanford, John was Aon's Director of the Chicago area health care practice providing alternative risk consulting services to health care industry clients using self-insurance trusts, risk retention groups, direct issue captives, as well as domestic and offshore captives. John was also the author and co-creator of Aon's Healthcare Captive Benchmark Study, which analyzed over 100 healthcare captives and benchmarked them on a number of key metrics. John is a graduate of Miami University (Ohio), has earned an Associate in Risk Management and is a licensed property and casualty insurance broker in the state of California.

### Gisele Norris

For the past 16 years, Giselle has provided strategic consulting and risk advice to some of Aon's largest and most complex health care accounts. Her Aon career began in Latin America, where she worked with Aon colleagues to build a robust Latin American health care practice. As insurance capacity became scarce during the hard market of 2001, she shifted her focus to assisting large US health care entities build and leverage sophisticated and responsive alternative risk vehicles, such as captives and risk retention groups. Today, she leads Aon's health care practice in the Western United States. In this capacity, she assists Aon clients and colleagues to provide innovative solutions to health care entities and also provides strategic consulting services to select institutions.

### Paul Shimomoto

Paul is a shareholder, director and officer with the Honolulu law firm of Char Hamilton Yoshida & Shimomoto, the leading provider of legal services to captive insurance companies domiciled in the State of Hawaii. Paul's practice is primarily focused on representing all forms of captive insurance companies in corporate and insurance regulatory matters. For his captive insurance clients, he has handled formations, re-domestications, dissolutions, complex liquidations, complex financing arrangements and has been involved in sophisticated primary and reinsurance transactions. He also provides legal advice and representation to other, non-insurance corporate clients. Paul is licensed to practice law in Hawaii and the District of Columbia, and he maintains an AV Preeminent® Peer Review Rating from Martindale Hubbell. He also has been nationally recognized as a "Top Rated Lawyer" in Insurance Law by The American Lawyer Magazine.

**TUESDAY, NOVEMBER 5** 1:30 PM - 2:45 PM · MAKAI BALLROOM · *CONCURRENT*

## 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:

**JASON PALMER**, Managing Director, Willis Management (Hawaii)

### SPEAKERS:

**HIROYOSHI OGAWA**, Deputy General Manager, Corporate Strategy Headquarters, Kintetsu World Express, Inc.  
**DARRYL NITTA**, Senior Manager, Accuity LLP

**Jason Palmer**

Jason is Managing Director of Willis Management (Hawaii) which in addition to Hawaii, also services captive programs domiciled in Arizona, Nevada, and Utah. Jason's primary responsibilities include service in all facets of captive management operations for a variety of risk retention groups, group captives, and pure captive programs. He is a visible contact for many Fortune 500 companies and groups offering feasibility, set up, and other captive program consultations, as well as servicing the many day-to-day needs of captive insurance companies. Jason joined Willis in Burlington, Vermont in April 1996 and started Willis Management (Hawaii) in January 2003. Jason has over 15 years of experience in the captive industry and is a Certified Public Accountant licensed in the State of Vermont and is a member, in good standing, with the American Institute of Certified Public Accountants.

**Hiroyoshi Ogawa**

Hiroyoshi (Hiro) Ogawa is president & CEO of KWE Reinsurance, Inc. Its parent company, Kintetsu World Express, Inc. (KWE) is one of the top 10 largest freight forwarding companies in the world. His 20 years of experience started overseas at freezing cold KWE Canada, then moved to sunny Los Angeles, where he was export terminal manager. After a brief stay in Japan he was promoted to foggy and rainy UK as managing director of KWE UK. "Lehman shock" brought Hiro back home to Japan. Hiro loves rock music and collects Les Paul guitars.

**Darryl Nitta**

Darryl is a Tax Senior Manager with Accuity LLP. Darryl has been with Accuity LLP for 7 years and was previously with PricewaterhouseCoopers LLP. Darryl specializes in Hawaii tax credits and general Federal and State tax compliance in a number of industries including insurance, technology, retail and wholesale. Darryl graduated from the University of San Francisco with a BS in Biology and obtained his Masters of Business Administration from Hawaii Pacific University. Darryl is a board member of the Hawaii Society of Certified Public Accountants and also served on the 2010 - 2012 Hawaii Tax Review Commission.

**TUESDAY, NOVEMBER 5** 1:30 PM - 2:45 PM · MAUKA BALLROOM · *CONCURRENT*

## Risk Retention Group Update

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

**MODERATOR:**

**CHRIS MERTES**, Chief Financial Officer and EVP, The Mutual RRG Inc.

**SPEAKERS:**

**HOLLY OSUMI**, Acting Chief Captive Insurance Examiner, State of Hawaii Insurance Division

**SANFORD SAITO**, Acting Deputy Commissioner & Captive Insurance Administrator, State of Hawaii Insurance Division

**JERRY YOSHIDA**, Partner, Char Hamilton Yoshida & Shimomoto

**Chris Mertes**

Chris joined The Mutual RRG Inc. in early 2003 with 30 years of finance and management experience. He has 24 years in medical professional liability insurance, including 14 years with NORCAL Mutual Insurance. Previously, Chris held financial positions with Impell Corporation, MGM/UA Entertainment Company, and Dun & Bradstreet, Inc. In addition, he is President and a Director of the Board of the HCIC. Chris earned his MBA with honors from St. Mary's College and a BA in Economics from University of California, Los Angeles.

**Holly Osumi, CPA, CFE**

Holly was recently appointed in August 2013 as the Acting Chief Captive Insurance Examiner for the State of Hawaii. She is responsible for the financial examination and regulation of all Hawaii domiciled captive insurance companies. Holly has been with the Hawaii Insurance Division since 2004 and was most recently the Senior Captive Insurance Examiner In-Charge. Holly is a Certified Public Accountant and a Certified Financial Examiner as conferred by the Society of Financial Examiners.

**Sanford Saito**

Sanford was appointed in August 2013 as the Acting Deputy Commissioner and Captive Insurance Administrator for the State of Hawaii. He is responsible for the licensing and regulation of Hawaii domiciled captive insurance companies, as well as, the prudent development of this important industry for the State. Sanford has been with the Hawaii Insurance Division since 2004 and was most recently the Chief Captive Insurance Examiner where he directed the surveillance and examination of all captive insurance companies, and evaluated licensing applications and business plan changes. He is also an active participant in several captive-related working groups of the National Association of Insurance Commissioners. He is a Certified Financial Examiner as conferred by the Society of Financial Examiners.

**Jerry Yoshida**

Jerry is a shareholder, director and officer in the Honolulu law firm of Char Hamilton Yoshida & Shimomoto. He is the head of the Firm's Insurance Regulatory Practice Group, which specializes in the formation and representation of captive insurance companies and risk retention groups and other insurance regulatory matters in the State of Hawaii. In 1987, he was involved in the licensing of the first captive in Hawaii. Since then, he has been a speaker on those subjects locally, nationally, and internationally. To date, the Firm represents a significant number of captive insurance companies and risk retention groups licensed in the State. Jerry is a former HCIC Board member and Chair and is the current Chairman of HCIC's Legislative/Tax Committee.

**TUESDAY, NOVEMBER 5** 3:00 PM - 4:15 PM · MAKAI BALLROOM · *CONCURRENT*

## Healthcare Captives — Loss and Reinsurance Trends

Focusing 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:**

**DAVID TRIEBES**, VP, Samaritan Health Services

**SPEAKERS:**

**RITA HAMILTON**, Regional Healthcare Litigation Manager, Zurich Healthcare

**STEVE KAHL**, EVP & Managing Director, Healthcare, Arthur J. Gallagher & Co.

**RICH LORD**, Principal, Milliman Inc.

**David Triebes**

David moved to Corvallis, Oregon and joined Samaritan Health Services in 2000 as Vice President of Corporate Operations. In July of 2003 he was named COO of the captive insurance company - Paradigm Indemnity Corporation. He was named CEO of Samaritan Albany General Hospital in June of 2004. He is a Fellow with American College of Healthcare Executives and most recently in 2012 became the ACHE Regent for Oregon - District 5. He attended Luther College in Decorah, Iowa where he received his BA. David also went on to receive his MBA and JD from Drake University in Des Moines, Iowa. David had been the CEO of five hospitals in Oregon and the Midwest prior to joining Samaritan Health Services.

**Rita Hamilton**

Rita is the Regional Healthcare Litigation Manager for the Zurich Healthcare Group. Based in Dallas, Texas, Rita is responsible for leading Zurich's experienced staff of claims counsel in the management of medical professional liability matters throughout the United States. Rita joined Zurich in 2002 with a background in nursing, having earned her B.S. in nursing from the University of Texas. She is a registered nurse and also received a JD from Texas Tech University.

**Steve Kahl**

Steve has over 25 years experience working within the healthcare industry. He served as President of Kahl Insurance Services for 13 years, a national insurance brokerage dedicated solely to the healthcare industry. Kahl Insurance became a merger partner of Arthur J. Gallagher & Co. in December 2011. Steve currently serves as Managing Director for Gallagher's National Healthcare Practice as well as serving as the Account Executive for many long-term healthcare clients in the Western US. His career has been primarily focused on healthcare professional liability placements and supporting ancillary lines of coverage. This experience has been gained both in the insurance brokerage field as Vice President, for Sullivan, Kelly & Associates and as Director of Sales for MMI, a domestic medical malpractice insurance company acquired by St. Paul Companies in 2001.

**Rich Lord**

Rich is a principal and consulting actuary with the Los Angeles office of Milliman. He has over 25 years of actuarial consulting experience with Milliman, and is a Fellow of the Casualty Actuarial Society, a Member of the American Academy of Actuaries, and Chairperson of the American Academy of Actuaries' Medical Professional Liability Committee. Rich's primary areas of practice are medical professional liability insurance, self-insurance for healthcare providers, and consulting to captive insurers and risk retention groups. He specializes in captive and risk retention group feasibility studies, retention analysis, ratemaking studies, loss reserve calculations, Statements of Actuarial Opinion on property and casualty insurance loss reserves, and analysis of new insurance products. He is regularly invited to speak at seminars sponsored by the Casualty Actuarial Society and industry associations, and is a regular contributing author to national insurance publications.

TUESDAY, NOVEMBER 5 3:00 PM - 4:15 PM · MAUKA BALLROOM · CONCURRENT

## 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.

### Tommy Tso

Tommy Tso is Director, Risk Management at J.F. Shea, Inc., a prominent privately held construction company based in California. His prior experience includes various positions with Willis, AIG and Liberty Mutual. Tommy is a graduate of University of California, Berkley and speaks fluent Chinese.

### Mike Covert

Mike is a Principal & Consulting Actuary with Perr&Knight. In this role, Mike oversees actuarial work such as ratemaking, reserving, class plan analyses, rate and rule filings, competitive comparisons and special projects automating processes using Visual Basic macros. Mike has extensive experience in personal automobile and homeowner insurance ratemaking and reserving beginning in 1997. Since joining Perr&Knight in 2003, Mike has gained significant experience in commercial lines pricing and reserving including commercial auto, commercial property, general liability, auto warranty, wireless communication (cell phones), tire & wheel, and guaranteed auto protection. Prior to joining Perr&Knight, Mike held actuarial positions at Prudential Property & Casualty Insurance Company and USF&G.

### Dick Mosher

Dick is of counsel at Anderson Kill. He divides his time between the firm's Ventura, California office, and his office in Honolulu, Hawaii. Dick's practice concentrates in corporate and commercial litigation. In addition, he has experience in domestic and international arbitration-mediation and merger and acquisition strategic alliances. He has been a managing corporate attorney for the past 35 years with companies such as Ball Corporation, Maytag Corporation, Hoover Company and Loctronix Corporation. His responsibilities included management of claims and litigation, security law compliance, employment law and information technology licensing experience, U.S. and International mergers-acquisitions and strategic business alliances and he has worked on the formation and support of captive insurance companies while at Ball and Hoover.

### MODERATOR:

**TOMMY TSO**, Director, Risk Management, J.F. Shea, Inc.

### SPEAKERS:

**MICHAEL J. COVERT**, Principal & Consulting Actuary, Perr&Knight

**DICK MOSHER**, Attorney, Anderson Kill

**THURSDAY, NOVEMBER 7** 8:00 AM - 9:45 AM · MAKAI BALLROOM

## 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, acting Hawaii Captive Insurance Administrator, Sanford Saito, will speak on the regulator's role in guiding captive success, with a brief update on Hawaii regulatory changes.

### Jerry Yoshida

Jerry is a shareholder, director and officer in the Honolulu law firm of Char Hamilton Yoshida & Shimomoto. He is the head of the Firm's Insurance Regulatory Practice Group, which specializes in the formation and representation of captive insurance companies and risk retention groups and other insurance regulatory matters in the State of Hawaii. In 1987, he was involved in the licensing of the first captive in Hawaii. Since then, he has been a speaker on those subjects locally, nationally, and internationally. To date, the Firm represents a significant number of captive insurance companies and risk retention groups licensed in the State. Jerry is a former HCIC Board member and Chair and is the current Chairman of HCIC's Legislative/Tax Committee.

### David Bell

David is the Executive Director for Corporate Risk Management at Kaiser Permanente, an Oakland, California headquartered integrated health care delivery organization comprised of Kaiser Foundation Health Plan, Kaiser Foundation Hospitals, and seven Permanente Medical Groups which provide care to nine million members in eight states and the District of Columbia. Kaiser Permanente owns and operates 38 hospitals and more than 500 ambulatory care facilities, employing 170,000 staff and more than 18,000 physicians. David's responsibilities at Kaiser focus on managing its risk financing programs which include self-insurance, insurance and reinsurance placements and overseeing Kaiser's three captive subsidiaries.

### Gloria Everett

Gloria, President and CEO of The Mutual RRG Inc. has over 25 years of risk management, sales, marketing and management experience. She came to The Mutual RRG, Inc. (formerly MedAmerica Mutual RRG) from TIG, where she served as Senior Vice President of special risk operations. Gloria joined The Mutual in October 2001 as Vice President, Integrated Services. Previously, Gloria held key leadership roles at Kaiser Permanente, NORCAL Mutual, Fireman's Fund, and TIG Specialty Insurance Company. In addition, Gloria is on the Board of Directors of Physicians Insurers Association of America and National Risk Retention Association. She received her BA in Healthcare Administration from St. Mary's College.

### Sanford Saito

Sanford was appointed in August 2013 as the Acting Deputy Commissioner and Captive Insurance Administrator for the State of Hawaii. He is responsible for the licensing and regulation of Hawaii domiciled captive insurance companies, as well as, the prudent development of this important industry for the State. Sanford has been with the Hawaii Insurance Division since 2004 and was most recently the Chief Captive Insurance Examiner where he directed the surveillance and examination of all captive insurance companies, and evaluated licensing applications and business plan changes. He is also an active participant in several captive-related working groups of the National Association of Insurance Commissioners. He is a Certified Financial Examiner as conferred by the Society of Financial Examiners.

### MODERATOR:

**JERRY YOSHIDA**, Partner, Char Hamilton Yoshida & Shimomoto

### SPEAKERS:

**DAVID BELL**, Executive Director, Corporate Risk Management, Kaiser Foundation Health Plan, Inc.

**GLORIA EVERETT**, President and CEO, The Mutual RRG Inc.

**SANFORD SAITO**, Acting Deputy Commissioner & Captive Insurance Administrator, State of Hawaii Insurance Division

**BEN SALAZAR**, Chief Financial Officer, Kamehameha Schools

### Ben Salazar

Ben is the Chief Financial Officer of Kamehameha Schools, a private charitable educational trust endowed by the will of Hawaiian Princess Bernice Pauahi Bishop (1831-1884), the great-granddaughter and last direct descendant of King Kamehameha I. Ben joined Kamehameha Schools in 2005 as the Financial Risk Manager and was recently appointed to Chief Financial Officer in 2012, overseeing all finance functions including cash management, debt, risk management, accounting & reporting, real estate valuations and long-term financial modeling. As a Certified Public Accountant, Ben started his career as an assurance manager at KPMG LLP, specializing in and leading its insurance practice and later joined a privately held mortgage & property management company as its controller. Born in American Samoa, Ben earned a BBA and master's degree in accounting from the University of Hawai'i at Mānoa.

**THURSDAY, NOVEMBER 7** 10:00 AM - 11:15 AM · MAKAI BALLROOM

## 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:

**SCOT STERENBERG**, VP Office Head, Marsh Management Services Hawaii

### SPEAKERS:

**AARON CRANE**, Chief Finance and Strategy Officer, Salem Health

**SORAYA WRIGHT**, VP, Global Risk Management, The Clorox Company

**Scot Sterenberg**

Scot is the Head of Office for Marsh Management Services Hawaii. He is responsible for the formation and ongoing operations of captive insurance companies and ensures consistent service quality to clients. He has experience in all facets of captive management operations including implementation, utilization and regulation. Over the past 18 years, he has served in various roles with Marsh in the Captive Solutions and Financial Center practices. Prior to joining Marsh, he was an Account Executive with a privately held funding company. Scot currently serves as the chairman of the Marketing Committee for the HCIC.

**Aaron Crane**

Aaron Crane is the Chief Finance and Strategy Officer of Salem Health, a large regional medical center, critical access hospital, and medical group practice, based in Salem Oregon. He came to Salem Health in January of 2004. Prior to his current role, he served Oregon Health & Sciences University (OHSU), Oregon's only academic medical center, for seven years. He began his term at OHSU in 1997 as the corporate comptroller and was promoted to Hospital CFO in 2000. Mr. Crane has experience with two other community hospitals in Oregon. He recently completed his Masters in Healthcare Administration at the University of Minnesota. He has two children ages 21 and 18, and makes wine in his very limited spare time. Snow skiing and scuba diving are his recreational passions.

**Soraya Wright**

Soraya is responsible for leading Clorox's enterprise risk management function. A veteran at Clorox for 30 years, Soraya has held roles of increasing responsibility in risk management, including leading and executing risk finance strategies, directing self-insurance and claims management programs for the Company's worldwide operations. In addition to Risk Management responsibilities, Soraya plays an active role supporting The Clorox Company's diversity strategy and serves as co-leader of the Company's African-American Employee Resource group. Soraya is an Oakland native and has a BA in Business Administration & Economics.

**THURSDAY, NOVEMBER 7** 11:15 AM - 12:15 PM · MAKAI BALLROOM · *CONCURRENT*

## Optimizing Reinsurance Programs – Integrated 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:**

**TODD CUNNINGHAM**, Senior VP, Zurich

**SPEAKERS:**

**STEVE BAUMAN**, Senior VP, Zurich

**WILLIAM LYONS**, Director of Safety & Risk Management, Recology, Inc.

**GREG MYERS**, Executive Managing Director, Beecher Carlson

**Todd Cunningham**

Todd is responsible for the strategic direction and execution of Zurich's Strategic Risk Solutions Group which specializes in integrated and structured products with multi-year features and offers a wide variety of innovative solutions for Private Equity customers and their portfolio companies. He has been responsible for underwriting and business development of customized insurance solutions for Zurich Global Corporate customers since 2005. He specializes in developing non-traditional programs covering diverse risks, and is an expert at designing programs that can incorporate these risks on a cost effective basis. Todd holds a bachelor's degree in Environmental Science from Lehigh University and a Master of Business degree from the Stern School at New York University.

**Steve Bauman**

Steve Bauman joined Zurich NA in 2007 as the leader of the unit serving large customers having single-parent captives as components of their risk management programs. Steve has more than 25 years experience in corporate insurance and captive services, most recently as senior vice president of Aon's Captive Services Group. He also had valuable experience with Marsh, Winterthur International and XL. Steve graduated from Colgate University in Hamilton, New York in 1987 with a B.A. in economics and political science. In 2004, he earned an MS in management from the Stevens Institute of Technology, Hoboken, New Jersey.

**Bill Lyons**

Bill Lyons is the Director of Safety & Risk Management at Recology, Inc. Recology is an employee-owned resource recovery company operating on the West Coast. He is on the Board of Directors of Davis Pacific Indemnity Co., a wholly owned captive subsidiary of Recology Inc. His former positions included Vice President of Risk Management at Petco Animal Supplies, Inc.; Sodexho, Inc.; and Vice President of Loss Prevention at Marriott International. During his tenure at Sodexho, Bill was involved in the creation of a Hawaii domiciled captive insurance company. He is a graduate of San Diego State University and holds the Associate in Risk Management designation.

**Greg Myers**

Greg Myers is an Executive Managing Director of Beecher Carlson. Beecher Carlson specializes in insurance and reinsurance brokerage, consulting and captive management for large corporations and groups. Greg leads the manufacturing business sector for Beecher Carlson. He has been responsible for the management of several accounts providing brokerage, consulting and captive management services. These programs include global property, casualty and marine programs. He has worked with Fortune 500 organizations in designing and implementing their captive insurance programs. These programs have included a variety of coverages including casualty, property, marine, employee benefits and third party business such as extended warranties. Greg has been responsible for various parent only, profit center captives, and rent-a-captives. Greg received his undergraduate degree and M.B.A. from the University of California, Los Angeles. He was named four times as a Power Broker by Risk and Insurance Magazine.

**THURSDAY, NOVEMBER 7** 11:15 AM - 12:15 PM · MAUKA BALLROOM · *CONCURRENT*

## Emerging Strategies for Cell Captive Structures

Since the refinement of Hawaii's sponsored captive laws in 2008, there have been significant developments in strategies for the use of sponsored cell captive structures. 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 limited liability corporation 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 captive technical advancements will be discussed.

### Craig Watanabe

Craig is the Western Regional Manager of Strategic Risk Solutions, Inc. (SRS), a leading independent captive insurance consulting and management firm. He is responsible for the oversight and development of SRS' clients in Hawaii, as well as, a technical resource for all clients, prospects and colleagues on insurance related management, accounting, financial reporting, governance and regulatory matters. Craig has over 25 years of experience in various capacities in the captive and commercial sectors of the local and national insurance markets; including 10 years as Hawaii's initial Deputy Commissioner and Captive Insurance Administrator where he was recognized by the American Institute of Certified Public Accountants in 2006 as its Outstanding CPA in Government.

### Cindy Belcher

Cindy is the Senior Vice President of Corporate Strategy & Business Development for the Cooperative of American Physicians, Inc. (CAP), a physician owned and governed organization based in Los Angeles, California, which provides medical professional liability protection and unparalleled practice resources for its 11,000+ physician members and affiliates. She is responsible for CAP's underwriting, business development, membership, and membership development functions. She is also the Chief Operating Officer for the Company's Hawaii domiciled captive insurance company, Cooperative of American Physicians Insurance Company, Inc. Cindy attended Oregon State University, Corvallis, where she earned Bachelor of Science degrees in Science Education and Microbiology, and is also a licensed California property and casualty insurance broker.

### Melissa Hancock

Melissa is the Mid-Atlantic Regional Manager of Strategic Risk Solutions (SRS), a leading independent captive insurance consulting and management firm. She is responsible for the oversight of SRS' clients and staff in Washington, D.C., Delaware, and other nearby locations. Melissa has been in captive management for 14 years, and has extensive experience with a wide variety of captive structures, including sponsored and incorporated cells, single parent, group, agency, special purpose, association and industrial insured captives. She is currently an insurance accounting instructor for the International Center for Captive Insurance Education, and is actively involved in the Delaware, District of Columbia and Vermont captive associations.

### Sanford Saito

Sanford was appointed in August 2013 as the Acting Deputy Commissioner and Captive Insurance Administrator for the State of Hawaii. He is responsible for the licensing and regulation of Hawaii domiciled captive insurance companies, as well as, the prudent development of this important industry for the State. Sanford has been with the Hawaii Insurance Division since 2004 and was most recently the Chief Captive Insurance Examiner where he directed the surveillance and examination of all captive insurance companies, and evaluated licensing applications and business plan changes. He is also an active participant in several captive-related working groups of the National Association of Insurance Commissioners. He is a Certified Financial Examiner as conferred by the Society of Financial Examiners.

### MODERATOR:

**CRAIG WATANABE**, Western Regional Manager, Strategic Risk Solutions, Inc.

### SPEAKERS:

**CINDY BELCHER**, Chief Operating Officer, Cooperative of American Physicians Insurance Company, Inc.

**MELISSA HANCOCK**, Regional Manager, Strategic Risk Solutions

**SANFORD SAITO**, Acting Deputy Commissioner &

Captive Insurance Administrator, State of Hawaii Insurance Division

THURSDAY, NOVEMBER 7 1:45 PM - 3:00 PM · MAKAI BALLROOM

## 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:****JASON FLAXBEARD**, Senior Managing Director, Beecher Carlson**SPEAKERS:****WARD CHING**, VP Risk Management Operations, Safeway, Inc.**DAVE KAHAULELIO**, VP Risk Management,  
The Queen's Health Systems**MIKE OWENS**, Senior Director, Risk Finance,  
Marriott International**Jason Flaxbeard**

Jason leads the Beecher Carlson captive/alternative risk transfer operations throughout the US, Bermuda and Cayman Islands. Beecher Carlson is one of the world's largest captive managers, known for its innovative approach in today's industry. Jason has over 15 years of experience in the captive insurance industry and over 20 years in the accounting industry. Jason also managed Beecher Carlson's Hawaii office, consulting with 34 captives with premium volume in excess of \$1.5 billion. In 2006, Jason was moved to Denver to run all of Beecher Carlson's captive operations, consisting of over 100 captives, including many Fortune 100 companies. He has extensive experience with all lines of business.

**Ward Ching**

Ward is Vice President, Risk Management Operations at Safeway Inc. located in Pleasanton, California. His responsibilities include enterprise risk management, integrated risk finance, hazard loss control, environmental compliance, property risk control/engineering and a variety of retail, distribution, and manufacturing risk management initiatives, including Safeway's Culture of Safety. Ward has been a member of the HCIC since its inception and was also involved in the formation of Hawaii as an on-shore captive domicile. He has been an organizer or consultant to a large number of captives now domiciled on-shore, redomesticated as admitted carriers, or continue off-shore in Bermuda and Cayman.

**Dave Kahaulelio**

Dave has served as President of Queen's captive insurance company since August 2000 and as Vice President Risk Management of The Queen's Health Systems since November 2000. He directs Queen's Health Systems activities which affect risks of loss, manages insurance and reinsurance acquisition and pricing, administers risk finance and transfer programs including workers compensation and captive insurance programs including all claims management activities. He has over 35 years experience in insurance claims and sales, having held management positions at regional and national insurance companies. He attended the University of Hawaii. Dave is President and Director of the Hawaii Chapter of Risk and Insurance Management Society, Inc. and is a member of the American Society of Healthcare Risk Management. He is an active HCIC member and served previously as its past Chairman of the Board.

**Mike Owens**

Mike is the Senior Director, Risk Finance of Marriott International in Washington, DC. Marriott is a worldwide hospitality company with \$13 billion dollars in sales across 3,800 operating units in the United States and 75 other countries and territories. Marriott's Risk Management Department is responsible for coordinating insurance coverage for Marriott operations, providing claims administration services, overseeing loss prevention and fire protection activities and coordinating contingency planning activities. Mike is responsible for overseeing all risk management finance and systems activities, including oversight of two captive insurance companies in Hawaii. He has worked at Marriott since 1984. Mike is a graduate of Loyola College in Baltimore, Maryland, with a Master's degree in Finance and a bachelor's degree in Business Administration. He holds certifications as a Certified Public Accountant, Certified internal Auditor, and Certified Information Systems Auditor.

**THURSDAY, NOVEMBER 7** 3:15 PM - 4:30 PM · MAKAI BALLROOM · *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 Patient Protection and Affordable Care Act that may impact companies as employers and captives will also be reviewed.

### Basil Pappas

Basil Pappas has over 40 years of tax experience, of which over 25 years has been in the insurance tax field. He has recently been deeply involved in the legislative and regulatory aspects of the Affordable Care Act including lobbying activities on tax aspects of the bill. He has a BSBA in Accounting, a Masters in Finance, and is a Certified Public Accountant licensed in two states. He has spoken at various tax and captive seminars on insurance tax matters over the years.

### Kathleen Waslov

Kathleen is a Senior Vice President and Senior Resource Consultant supporting Willis' Captive Consulting and Global Solutions Employee Benefit practices. Kathleen designs and implements transactions to finance employee benefit plans, including health, life and disability for both active and retired employee populations. She advises companies on captive insurance strategies and the formation and operation of captive companies. Earlier in her career, she worked for Towers Watson as a benefits financing consultant to large corporations; for Liberty Mutual Group where she was managing director of Bermuda operations; and for Strategic Risk Solutions as the director of finance and administration. Kathleen received a BA with distinction in mathematics from the University of Virginia and a master's degree in operations research and systems analysis from the University of North Carolina at Chapel Hill.

### SPEAKERS:

**BASIL PAPPAS**, Consultant

**KATHLEEN WASLOV**, Senior VP, Willis

**THURSDAY, NOVEMBER 7** 3:15 PM - 4:30 PM · MAUKA BALLROOM · *CONCURRENT*

## 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:

**ELLEN CHARNLEY**, Managing Director, Marsh Captive Solutions

### SPEAKERS:

**DAVID BELL**, Executive Director, Corporate Risk Management, Kaiser Permanente

**RICH FOSTER**, Managing Director, Guy Carpenter

**Ellen Charnley**

Ellen is a qualified Chartered Accountant and member of the Institute of Chartered Accountants in England and Wales. Ellen resides in San Francisco and is the National Growth Leader for Marsh's Captive Solutions Practice. She is responsible for all aspects of business development for the practice. Prior to this role, Ellen was responsible for the West Zone Captive Advisory Practice and also the Office Head of the Hawaii, Arizona and Nevada Captive Management operations. Prior to this, Ellen was a Senior Vice President in the Bermuda Captive Management division.

**David Bell**

David is the Executive Director for Corporate Risk Management at Kaiser Permanente, an Oakland, California headquartered integrated health care delivery organization comprised of Kaiser Foundation Health Plan, Kaiser Foundation Hospitals, and seven Permanente Medical Groups which provide care to nine million members in eight states and the District of Columbia. Kaiser Permanente owns and operates 38 hospitals and more than 500 ambulatory care facilities, employing 170,000 staff and more than 18,000 physicians. David's responsibilities at Kaiser focus on managing its risk financing programs which include self-insurance, insurance and reinsurance placement's and overseeing Kaiser's three captive subsidiaries. He has received a BA in history from Drew University.

**Rich Foster**

Rich is a Managing Director for Guy Carpenter & Company LLC, the reinsurance brokerage arm of MMC whose responsibilities include the structuring and placement of reinsurance solutions for insurance companies and qualified insurance risk assuming entities (e.g. captives). Rich began his reinsurance career in 1984 with E.W. Payne & Co. (London) as a Lloyd's broker. In 1990 Richard transferred to Seattle, Washington with the Sedgwick Re organization, which subsequently became Guy Carpenter through the acquisition of the Sedgwick Group by Marsh & McLennan. Rich's 29+ year career has solely been within the reinsurance brokerage area, where he has actively placed both treaty and facultative reinsurance coverages on numerous lines of business. In addition to his "traditional" reinsurance activities, Rich works closely with Marsh colleagues to introduce and explore potential reinsurance (including capital market) solutions and product applications for their clients' risk mitigation strategies.

**FRIDAY, NOVEMBER 8** 9:00 AM - 10:00 AM • MAKAI BALLROOM

## From Blue Print to High Rise

Developing a captive to cutting-edge architecture requires strong foundations. 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 time.

**SPEAKERS:**

**RONNI HORRILLO**, Assistant Treasurer, Google Inc.

**ALISON QUINLIVAN**, Managing Director,  
Aon Captive & Insurance Managers

**Ronni Horrillo**

As Assistant Treasurer at Google, Ronni is responsible for worldwide cash, operations, risk management, foreign exchange, financing and equity programs. Before she joined Google in 2003, Ronni worked at PeopleSoft, with responsibility for the Global Treasury team, and in various treasury capacities at Informix Software. Ronni received an MBA in Finance from the Leavy school at Santa Clara University. Ronni was named one of the "100 Most Influential People in Finance" by Treasury and Risk Magazine as well as one of the "Top 25 Women in Finance." Ronni's team contributed several key projects helping Google Treasury to win the 2010 Adam Smith award for Overall Excellence and the 2012 Alexander Hamilton award for Overall Treasury Excellence.

**Alison Quinlivan**

Alison leads the Aon Captive & Insurance Managers Captive Business Development team for the Americas. She is responsible for providing captive advice and services to companies who wish to form captives, or who are interested in expanding or reviewing an existing facility. Alison has held several positions in the captive industry, including head of the largest captive management office in Honolulu, and business development roles both in Bermuda and on the West Coast. Prior to specializing in captives, Alison held development underwriting positions for two UK insurers and business development roles for the two leading UK brokers.

**FRIDAY, NOVEMBER 8** 10:15 AM - 11:15 AM · MAKAI BALLROOM · *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.

### Jerelyn Brown

Jerelyn is a Vice President of Institutional Wealth Management at First Hawaiian Bank with over 30 years in the banking and financial services industry. She's been with the Institutional Wealth Management Division of First Hawaiian Bank for over 15 years as a relationship, administrative and investment officer. She holds a Masters of Business Administration from Chaminade University and a BA from the University of Hawai'i at Mānoa, served on the Board of Directors of the HCIC since 2010 and currently serves as Secretary for the HCIC Board.

### Aaron Crane

Aaron is the Chief Finance and Strategy Officer of Salem Health, a large regional medical center, critical access hospital, and medical group practice, based in Salem Oregon. He came to Salem Health in January of 2004. Prior to his current role, he served Oregon Health & Sciences University (OHSU), Oregon's only academic medical center, for seven years. He began his term at OHSU in 1997 as the corporate comptroller and was promoted to Hospital CFO in 2000. Aaron has experience with two other community hospitals in Oregon. He recently completed his Masters in Healthcare Administration at the University of Minnesota. He has two children ages 21 and 18, and makes wine in his very limited spare time. Snow skiing and scuba diving are his recreational passions.

### Larry Fernandes

As Executive VP of Institutional Balance Sheet Asset Management Sales for Wells Fargo Asset Management, Larry provides investment solutions, separate accounts and mutual funds for balance sheet assets of institutions including hospitals, banks and insurance entities. He has been an investment professional with Wells Fargo or one of its subsidiaries since 1987. Prior to his current role, he served in several capacities at Wells Capital Management including portfolio management, relationship management, and managing relationship managers. He has been in the investment industry since 1985. Larry earned a bachelor's degree in business administration from San Diego State University and a master's degree in business administration-finance from San Francisco State University. He serves on the investment committee for the Oakland Diocese in California and chairs the finance committee for Family Aid Catholic Education.

### Mike Hirai

Mike serves as Manager of First Hawaiian Bank's Institutional Wealth Management Division that is responsible for asset management, asset servicing and administration, and employee benefit services. With over 28 years of direct investment experience managing both fixed income and equity portfolios for institutions and high-net worth individuals, he has served in senior management roles with several Los Angeles- and Honolulu-based investment firms. He has also served on the Finance Committee of Chaminade University and on the State of Hawaii Council on Revenues. He holds an MBA from the Marshall School of Business at the University of Southern California and a BBA with honors in Finance from the University of Hawai'i at Mānoa.

### MODERATOR:

**JERELYN BROWN**, Vice President,  
Institutional Wealth Management, First Hawaiian Bank

### SPEAKERS:

**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

FRIDAY, NOVEMBER 8 10:15 AM - 11:15 AM · MAUKA BALLROOM · CONCURRENT

## 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:**

**ALICE WEST**, Director, Insurance, Corporate Risk Management, Safeway Inc.

**SPEAKERS:**

**KARL HUISH**, President, Captive Services, Artex Risk Solutions, Inc.

**P. BRUCE WRIGHT**, Partner, Sutherland, Ashbill & Brennan LLP

**Alice West**

Alice is the Director of Insurance for Safeway Inc. She is responsible for all risk transfer for the \$41B retailer, including its captives in Bermuda and Hawaii. Alice established Safeway's Hawaiian domiciled captive, Lehua Insurance Company, Inc., in 2009 to address various corporate exposures, including terrorism. Prior to joining Safeway in 2008, she was responsible for the risk management function for companies including Sealy, Gateway, Bumble Bee and Rohr. Over the past 20 years, Alice has been responsible for a number of wholly owned captives and has participated on the boards of several joint venture insurance companies. She holds a BS in Accounting from Alfred University.

**Karl Huish**

Karl is the President – Captive Services of Artex Risk Solutions, Inc., the alternative risk arm of Arthur J. Gallagher & Co. Karl was previously the founder and CEO of Tribeca Strategic Advisors, LLC, a captive insurance company manager. Artex currently manages over 330 captives for clients throughout the United States. Karl 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 BA in Economics, and minors in Japanese and Music.

**P. Bruce Wright**

Bruce is a partner in the tax department at Sutherland Asbill & Brennan LLP, where he is involved on a regular basis in tax and insurance regulatory 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 mechanisms, including, among others, rent-a-captives and cell companies. His practice has also 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, side cars, catastrophe bonds and similar products, used as alternatives to conventional risk financing mechanisms. He also holds the Certified Property Casualty Underwriters designation and speaks regularly at captive industry conferences.

FRIDAY, NOVEMBER 8 11:15 AM - 12:15 PM · MAKAI BALLROOM

## 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:**

**FAY OKAMOTO**, Division Senior VP, Artex Risk Solutions, Inc.

**SPEAKERS:**

**JOSHUA GOLD**, Attorney, Anderson Kill & Olick, PC

**Fay Okamoto**

Fay heads the Hawaii office of Artex Risk Solutions, a subsidiary of Arthur J. Gallagher & Co. specializing in alternative risk financing solutions. She is responsible for all aspects of Hawaii captive management services, including feasibility studies and program design, captive finance and regulatory functions. She graduated from the University of Hawaii with a Bachelors in Business Administration, is a Certified Public Accountant and a Certified Insurance Counselor. She currently serves as Chair of the Board and Director of the HCIC, and has 22 years experience in captive management.

**Joshua Gold**

Joshua is a shareholder in Anderson Kill's New York office. He has represented numerous corporate and non-profit policyholders in various industries, with recoveries for his clients well in excess of \$1 billion. Joshua is co-chair of Anderson Kill's Financial Services Industry Group and a member of the firm's Hospitality Industry Group. His practice involves matters ranging from international arbitration, data security, directors' and officers' insurance, business income/property insurance, commercial crime insurance, and insurance captives. He has been lead trial counsel in multi-party bench and jury trials, and has negotiated and crafted scores of settlement agreements including coverage in-place agreements. He also has a regular column in Risk Management Magazine and has been published in numerous business and legal periodicals, covering a variety of insurance, commercial and consumer issues.

## HCIC Educational Forum 2014

We invite you to join us next year at the JW Marriott Ihilani Ko Olina Resort! Forum sessions will focus on the most relevant topics and key issues facing the captive industry. Don't miss this excellent opportunity for learning and networking with captive insurance company owners, industry service providers and others.

**SAVE THE DATE! >> OCTOBER 20-22, 2014**



*Set on one of four white sand lagoons, the exclusive JW Marriott Ihilani Ko Olina Resort is the premier resort destination on the western shore of Oahu. Come and experience a different facet of the island of Oahu. For more information visit us at [www.hawaiicaptives.com](http://www.hawaiicaptives.com).*

### Thank you Forum 2013 Committee!

The Hawaii Captive Insurance Council would like to recognize and thank the following individuals for their contribution towards a successful Forum 2013. HCIC relies on the generous help and support of these volunteers to make each Forum event a success!

**Chair** Wanda Jong, First Risk Management Services, Inc.  
**Asst Chair** Fay Okamoto, Artex Risk Solutions  
**Committee** Joanne Arizumi, First Hawaiian Bank  
 Jamie Asato, Accuity LLP  
 Helen Chang, Bank of Hawaii  
 Christina Kamaka, Aon Insurance Managers  
 Jill Miura, KMH LLP  
 Jason Palmer, Willis Management Hawaii  
 Lynn Saito, Marsh Management Services Hawaii