

OCTOBER 20 - 22 • JW MARRIOTT IHI LĀNI • OAHU, HAWAII

NEW WAVE OF CAPTIVES

HAWAII
CAPTIVE
INSURANCE
COUNCIL

CONFERENCE BROCHURE

FORUM 2014

Mahalo to Our Sponsors

Platinum



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.



A market leader offering services that can help unlock the full potential of your captive. For 25 years, Zurich's Captive Services professionals have delivered specialized knowledge and experience to help captive owners meet their most complex needs. Capabilities range from award-winning fronting services to helping customers use captives for the financing of global employee benefits programs.

Gold



Quality. Integrity. Insight.
We go beyond accounting to provide professional, objective insight into your business to help enhance performance and pursue growth.



Artex Risk Solutions delivers group captive, rent-a-captive, pools, or fully customized middle-market to large single-parent captive programs to over 1,000 captive owners and participants.



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



Milliman is among the world's largest independent actuarial and consulting firms and provides a full range of actuarial services to captives.



Leading provider of insurance support services and a strategic resource that companies utilize to reduce their fixed costs while increasing the efficiency and value of their insurance operations.



Willis is one of the largest captive managers in the world. We provide a broad-based and deep advisory capabilities in captive strategic consulting and captive management.

Silver



EDUCATIONAL FORUM 2014

E Komo Mai! Welcome!

To Hawaii Captive Insurance Companies and Industry Supporters:

Welcome to the Hawaii Captive Insurance Council's Forum 2015, "New Wave of Captives." The HCIC is committed to providing high quality educational events geared towards emerging issues and opportunities facing captive insurance companies. We look forward to your active participation in the sessions and networking opportunities at this year's Forum.

Thank you to each and every participant, sponsor, captive insurance company owner, and service provider for their support of captives in Hawaii. Hawaii's captive industry wouldn't grow and thrive without the caliber of company owners and service providers who call the Aloha State "home" for their captive operations.

The Hawaii Captive Insurance Branch and HCIC Board members are on hand throughout the event to discuss how Hawaii can best meet the needs of your captive. Let us know how we can help you ride the New Wave of Captives to continued success!

On behalf of the HCIC, mahalo for joining us and for your overwhelming support of our State.



Fay Okamoto
Chairman
Hawaii Captive Insurance Council

Mahalo

Thank you
Forum 2014
Committee!

The Hawaii Captive Insurance Council would like to recognize and thank the following individuals for their contribution towards a successful Forum 2014. HCIC relies on the generous help and support of these volunteers each year to make our Forum a successful event!

Chair **Jason Palmer**, Willis Management (Hawaii)
Committee **Jamie Asato**, Accuity, LLP
Helen Chang, Bank of Hawaii
Ward Ching, Safeway Inc.
Edward Haik, Bank of Hawaii
Christina Kamaka, Aon Insurance Managers
Jill Miura, KMH LLP
Scot Sterenberg, Marsh Management Services Hawaii

Schedule of Events

Monday, October 20

2:00 PM - 5:00 PM	Hokulani 3	Exhibitor Set Up
3:00 PM - 6:00 PM	Hokulani 3	Attendee Registration
5:00 PM - 6:00 PM	Hokulani 3	Welcome Reception with Exhibitors
6:00 PM - 8:00 PM	Lagoon Lawn	Captive Owner Appreciation Dinner

Tuesday, October 21

7:00 AM - 9:00 AM	Hokulani Lanai	Breakfast
8:00 AM - 5:00 PM	Hokulani 3	Registration Desk & Exhibitors
8:00 AM - 8:15 AM	Hokulani 4/5	Opening Remarks
8:15 AM - 9:30 AM	Hokulani 4/5	Innovate, Integrate, Initiate — Impress!
9:30 AM - 10:30 AM	Hokulani 4/5	Medical Stop Loss: Is it the right fit for your captive?
10:30 AM - 10:45 AM	Hokulani 3	Break
10:45 AM - 12:15 PM	Hokulani 4/5	Federal and State Income Tax & Premium Tax Issues
12:15 PM - 1:45 PM	Malolo Room	Keynote Speaker Luncheon
2:00 PM - 3:00 PM	Hokulani 4/5	Concurrent Sessions: Board Boot Camp
	Hokulani 2	PEARL and DART: Strategies for Claims and Risk Management
3:00 PM - 3:30 PM	Hokulani 3	Break
3:30 PM - 4:30 PM	Hokulani 4/5	Concurrent Sessions: Comprehensive Investment Portfolio Construction
	Hokulani 2	Cyber Liability
5:00 PM - 5:30 PM	Hokulani 4/5	Annual HCIC Membership Meeting

Wednesday, October 22

7:00 AM - 9:00 AM	Hokulani Lanai	Breakfast
8:00 AM - 1:00 PM	Hokulani 3	Registration Desk & Exhibitors
8:30 AM - 9:45 AM	Hokulani 4/5	Value Producing Captive and Non-traditional Risks
9:45 AM - 10:00 AM	Hokulani 3	Break
10:00 AM - 11:00 AM	Hokulani 4/5	Best Practices for Examinations of Captives and Risk Retention Groups and NAIC Updates
11:00 AM - 12:00 PM	Hokulani 4/5	Using Analytics in Captive Strategic Planning
12:00 PM - 12:30 PM	Hokulani 3	Light Refreshments

EDUCATIONAL FORUM 2014

Event Highlights

MONDAY, OCTOBER 20

5:00 PM . Hokulani 3

WELCOME RECEPTION

Our Welcome Cocktail Reception will be held in the Exhibitor Hall with this year's sponsors. Meet our forum speakers, HCIC Board Members and other Hawaii captive industry professionals.

6:00 PM . Lagoon Lawn

CAPTIVE APPRECIATION DINNER

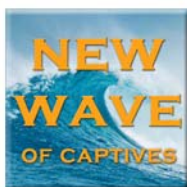
Join us as we honor our Hawaii captive owners with a special presentation during dinner. We have a small gift for all owners present with thanks from all the HCIC Forum 2014 sponsors and supporters.



This year, we are happy to welcome back award-winning Hawaiian Jazz vocalist **Paul Shimomoto** as our evening

entertainment.

Conference Mobile App



New for 2014!

- Meet and network with other attendees
- Build a schedule & find exhibitors
- Post comments and feedback on sessions, speakers and our event

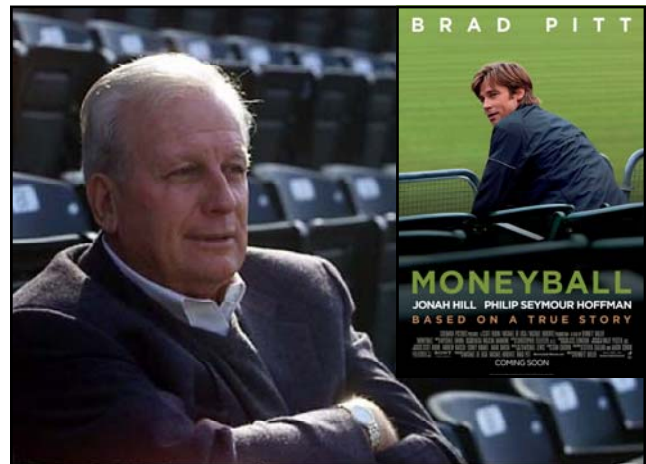
Online visit : <https://hcicforum14.zerista.com>

TUESDAY, OCTOBER 21

12:15 PM . Malolo Room

KEYNOTE SPEAKER LUNCHEON

California real estate developer and highly successful captive owner, **Stephen Schott**, will share stories of his ten-year co-ownership of the Oakland Athletics and the “real story” behind the Moneyball A’s.



5:00 PM . Hokulani 4/5

ANNUAL MEMBERSHIP MEETING

All members are encouraged to attend and participate in the election of the Board of Directors and to hear HCIC updates.

Award of Excellence

Beginning this year, HCIC will recognize a person or company that has over the years made valuable contributions to promoting, developing, and maintaining the captive industry in the State of Hawaii. The Hawaii Captive Insurance Council created this award as a way to thank and honor those who by their dedication and commitment exemplify the “Mission” and “Vision” of our organization. Mahalo **SAFeway** for their sponsorship of this award!

Sessions & Speakers

Tuesday, October 21 8:15 AM - 9:30 AM Hokulani 4/5

Innovate, Integrate, Initiate - Impress!

This session will deal with the creation of captive programs that meet the needs of the businesses they serve. We will use case studies to demonstrate how to get the active support of the business units through to delivery of results.

SPEAKERS:

WARD CHING, Safeway, Inc.

PETER A. JOY, Aon Insurance Managers, Inc.

WARD CHING

Ward Ching 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 Hawaii Captive Insurance Council since its inception and was also involved in the formation of Hawaii as an on-shore captive domicile.

PETER A. JOY

Peter A. Joy is the Executive Vice President of Aon Insurance Managers. He has 35 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 many of 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. Peter received a Bachelor of Science degree in Information Technology, achieved the Associate in Risk Management, and has the Series 6 and Series 63 securities designations.

Tuesday, October 21 9:30 AM - 10:30 AM Hokulani 4/5

Medical Stop Loss: Is it the right fit for your captive?

This session explores the utilization of a captive for medical costs and how it may benefit your organization. Throughout the session the panelists will compare and contrast one organization that started a group medical stop loss captive and another organization who explored the option for their single parent captive. This session will provide a road map and key indicators which aid in the exploration of alternative risk financing for medical costs within your organization.

SPEAKERS:

WARD CHING, Safeway, Inc.

ALLISON M. REPKE, Willis Global Captive Practice

LAURA ZEHRM, Community Hospital of Monterey

WARD CHING

Ward Ching 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 Hawaii Captive Insurance Council since its inception and was also involved in the formation of Hawaii as an on-shore captive domicile.

ALLISON M. REPKE

Allison Repke is a client services specialist with the Willis Global Captive Practice, focused on captive solutions for health benefits. Prior to this, she worked on new product development for the self-insurance industry. Her company designed and created two benefit programs: medical stop loss coverage for small to mid-size employers, and an international medical travel organization. The latter included a provider network, care management and travel facilitation components, and complementary insurance products for medical complication coverage and provider indemnity. She has experience with business planning and modeling, marketing, sales strategy, operations, and account management.

LAURA ZEHRM

Laura Zehm is Vice President and Chief Financial Officer of Community Hospital of the Monterey Peninsula (CHOMP). In that role she has led the cost reduction efforts resulting to-date in \$48 million in annual operating cost savings, development of two insurance products: Central Coast Community Mutual Insurance Company (medical stop-loss) and Aspire Health Plan (a Medicare Advantage plan) and is a key member of the team developing population health management competencies in our community. She is the Chief Executive Officer for both of the insurance companies and has over 30 years of healthcare and financial experience.

EDUCATIONAL FORUM 2014

Sessions & Speakers

Tuesday, October 21 10:45 AM - 12:15 PM Hokulani 4/5

Federal and State Income Tax & Premium Tax Issues

Updates on the latest U.S., European and Latin American regulatory and tax issues for captive owners. Discussions include the top issues for benefits captives in addition to Property/Casualty captives. This panel will discuss off-shore domicile issues along with insights into the activities of U.S. Federal Regulators, the National Association of Insurance Commissioners, and reactions to Dodd-Frank Act. A must attend session for any captive owner, organizer or captive industry participant to keep up to date on the latest issues, presented by the industry's two most respected and sought after experts.

SPEAKERS:

TOM JONES, McDermott Will & Emory LLP
P. BRUCE WRIGHT, Sutherland Asbill & Brennan LLP

TOM JONES

Tom Jones is a tax partner at McDermott Will & Emory LLP. He focuses on federal and state tax, insurance, regulatory and legal matters concerning "captive" and other alternatives to commercial insurance. His achievements include special recognition for captive insurance expertise bestowed by the Cayman Islands Government and being honored by the Vermont Captive Insurance Association as recipient of its annual Industry Service Award. He was also ranked by *Captive Review Magazine* as #3 on its 2013 "Power 50" list of the most influential people in the captive industry globally. Tom earned his MBA/JD degree from Cornell University.

P. BRUCE WRIGHT

P. Bruce Wright 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. His practice has also included counseling clients on formation of commercial offshore privately and publicly held entities and the development of structured financial products. Mr. Wright also holds the CPCU designation and speaks regularly at captive industry conferences.

Tuesday, October 21 2:00 PM - 3:00 PM Hokulani 4/5

Board Boot Camp

The new wave of corporate compliance and governance has not passed by the captive industry. This session will focus on corporate governance from the perspective of a captive board member. We will review the corporate structure, suggest topics that should be covered in a board meeting, provide guidance on your duties and responsibilities as a board member, and discuss directors and officer's liability considerations. A case study will be presented which will address independent director considerations as well as discuss how the captive board interacts with other interested parties.

SPEAKERS:

JASON PALMER, Willis Management (Hawaii)
JAMES PINGEL, FreSeguro, Inc.
GERALD YOSHIDA, Char Hamilton Yoshida & Shimomoto

JASON PALMER

Jason Palmer is Managing Director of Willis Management (Hawaii) which in addition to Hawaii also services captive programs domiciled in Arizona, Nevada, and Utah. His 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.

JAMES PINGEL

James Pingel is the Vice President of Treasury & Risk for the Oxnard, California based Reiter Affiliated Companies, which is a third generation, family owned agricultural business. Jim also serves as Vice President and Chief Financial Officer for FreSeguro, Inc., which is the Captive insurance company for Reiter. Jim spent 23 years in the entertainment industry before he chose to make the dramatic switch to the agricultural industry in 1998, working three years for a vegetable grower, before joining Reiter in 2001. Jim is a graduate of Pepperdine.

GERALD YOSHIDA

Gerald C. Yoshida 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. In 1987, he was involved in the licensing of the first captive in Hawaii. To date, the Firm represents a significant number of captive insurance companies and risk retention groups licensed in the State. Gerald is a former HCIC Board member and Chair and is the current Chairman of HCIC's Legislative/Tax Committee.

Sessions & Speakers

Tuesday, October 21 2:00 PM - 3:00 PM Hokulani 2

PEARL and DART: Strategies for Claims and Risk Management

This session will introduce you to two leading risk management programs pioneered by The Risk Authority of the Stanford University Medical Network. PEARL, Process for Early Assessment and Resolution of Loss, is an industry leading communication and resolution program designed to proactively address adverse outcomes with patients and their families. Decision Analysis Reserve Targeting, DART, uses modern decision analysis techniques to set the most accurate case reserve possible. The practice of reserving has largely relied on the experience and judgment of the claims team. DART takes the guess work out of determining case values and helps guide case strategy. Learn more about these programs and how they can make a difference in your organization.

SPEAKERS:

JEFF DRIVER, The Risk Authority - Stanford

JOHN LITTIG, The Risk Authority - Stanford

JEFF DRIVER

Jeff Driver currently serves as the Chief Executive Officer of Stanford University Medical Network, The Risk Authority, LLC ("The Risk Authority - Stanford"), and as the Chief Risk Officer of Stanford Healthcare and Stanford Children's Health. Jeff holds a JD from Thomas Jefferson School of Law in San Diego, an MBA from Cleveland State University, a BS in Allied Health Clinical Professions from Ohio State University, and is an AHA Patient Safety Fellow. Jeff is a member of the State Bar of California and has been designated as a Distinguished Fellow by the American Society for Healthcare Risk Management (ASHRM) and an Associate in Risk Management by the Insurance Institute of America.

JOHN LITTIG

John Littig currently serves as the Chief Finance and Underwriting Officer of Stanford University Medical Network, The Risk Authority, LLC ("The Risk Authority - Stanford") as well as the Vice President of Risk Finance of Stanford Healthcare and Stanford Children's Health. John was the co-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. He is a graduate of Miami University (Ohio), recognized as an Associate in Risk Management by the Insurance Institute of America and is a licensed property and casualty insurance broker in the state of California.

Tuesday, October 21 3:30 PM - 4:30 PM Hokulani 4/5

Comprehensive Investment Portfolio Construction

This session describes captive portfolio investing from the top down. We will discuss a holistic approach to your portfolio construction driven by parent / captive considerations, your captive manager's analysis / inputs and the investment advisors recommended asset allocation / implementation strategy.

SPEAKERS:

JANICE MURPHY, Kaiser Permanente

SCOT STERENBERG, Marsh Management Services

EDWARD HAIK, Bank of Hawaii

JANICE MURPHY

Janice Murphy is Vice President - Finance, Corporate Risk Management within Kaiser Permanente, a \$53 billion nonprofit healthcare company. Prior to forming this function within Kaiser, she was Treasurer for 11 years. She also serves on the Retirement Plans' Investment Committee, 15 years as chair, overseeing policy and strategy for \$27 billion of assets. Prior to Kaiser, she worked for PG&E in several corporate finance positions, including leading Financial Planning & Analysis, and Pensions & Investments. Janice has a BS in Commerce from the University of Santa Clara and a MS in Finance from the University of Illinois.

SCOT STERENBERG

Scot Sterenberg is Vice President and Head of Office for the Hawaii office of Marsh Management Services. He is responsible for leading the analysis, accounting, operations, and compliance services provided to all managed accounts. Scot assists with feasibility and organization of captives, participates in strategic reviews and provides advice surrounding various captive issues such as capitalization, coverage, investments and utilization and has been with Marsh for over 20 years, serving in the Captive Solutions group in Honolulu for the past 11 years. He holds a BS in Accounting from Calvin College and is presently the Chair of the Marketing Committee for the HCIC and contributes to the annual Educational Forum seminars of the HCIC, CICA and other industry associations.

EDWARD HAIK

Edward Haik: VP Senior Portfolio Manager with over 24 years of experience in the investment industry; working at Bank of Hawaii since 1995 managing short-intermediate term taxable portfolios, comprised of government and corporate notes. Prior experience includes positions at Garban Tokyo, Ltd., Cantor Fitzgerald Securities NYC, and Merrill Lynch Honolulu. Education: BA, College of the Holy Cross 1988, Worcester, Massachusetts.

EDUCATIONAL FORUM 2014

Sessions & Speakers

Tuesday, October 21 3:30 PM - 4:30 PM Hokulani 2

Cyber Liability

The panel will discuss the impact recent large data breaches have had on a variety of different parties, including the impact to insurers, to private companies, and on public companies. There will be an open dialogue around how organizations have responded to these incidents, including the challenges faced by risk management, development of new risk control procedures and messaging regarding the companies risk posture to outside parties. Lastly, we'll have a discussion of the risk transfer solutions available in the marketplace along with how the product experience can translate into captive programs built to address cyber exposures.

CHRISTOPHER CALNON

Chris Calnon serves as a Vice President in ACE USA's Professional Risk Division and currently manages the Professional Liability Product Management Team for the Professional Liability group, a position he has held since November of 2013. Based in Los Angeles, he is responsible for managing growth, profitability and underwriting for all professional liability products offered by ACE USA in the United States and Canada. With more than 15 years of experience in the Professional and Cyber Liability space, he joined ACE from The Travelers in 2002. Chris earned his Bachelor of Science degree in Business Administration and Bachelor of Arts in Economics from the University in Redlands.

BRENT RIETH

Brent Rieth is a senior member of Aon's Professional Risk Solutions team. He works with clients from a variety of different industry segments including Technology, Retail, Hospitality, Financial Institutions, Logistics, and Healthcare. Brent works with companies to address exposure related to Cyber, Technology Products, Professional Services, and Intellectual Property. He also regularly participates in speaking engagements across the country to discuss professional and cyber related risks. Brent received his BA in Finance from Indiana University.

ALICE WEST

Alice West is the Director Insurance for Safeway Inc. where she is responsible for developing and managing the corporate insurance/risk transfer program, including oversight of two captive insurance companies. The captives are domiciled in Hawaii and Bermuda; the Hawaii captive was established in 2009. Safeway is a \$36B food and drug retailer. The Fortune 100 company includes US operations with 1335 stores, 19 manufacturing plants, 13 Distribution Centers and @ 133,000 employees. Alice has over 20 years of Risk Management and Treasury experience with multi-national Fortune 500 companies including Rohr, Qualcomm, Gateway and Sealy.

SPEAKERS:

CHRISTOPHER CALNON, ACE USA
BRENT RIETH, Aon Risk Solutions
ALICE WEST, Safeway, Inc.

Wednesday, October 22 8:30 AM - 9:45 AM Hokulani 4/5

Value Producing Captive and Non-traditional Risks

This session will explore how to use your captive to finance non-traditional risks that can create value for your core business while strengthening and building strategic relationships. The panelist will provide an inside look into unique captive programs that produce immediate positive results to the captive owner.

SPEAKERS:

STEVE BAUMAN, Zurich North America
CHRIS BURGEE, DIRECTV
ELLEN CHARNLEY, Marsh Management Services
RICHARD WOLFF, Fox Rent A Car

Mahalo to the **International Center of Captive Insurance Education (ICCIE)** for sponsoring this session as a webinar. The International Center For Captive Insurance Education (ICCIE) – a 501(c)(3) non-profit – is a provider of captive educational programs and offers the only professional captive insurance designation, the Associate in Captive Insurance (ACI). All of ICCIE's courses are offered online and are taught by top industry veterans and leaders in the field of captive insurance.

STEVE BAUMAN

As Head of Captive Service for Zurich North America, Steve Bauman leads the strategy to serve large customers having single-parent captives as components of their risk management programs. He has more than 20 years experience in corporate insurance and captive services. Steve graduated Colgate University in Hamilton with a B.A. and earned an M.S. in management from the Stevens Institute of Technology in 2004.

CHRIS BURGEE

Chris Burgee is Vice President, Finance/Risk Management at DIRECTV the industry leader in providing the best video experience and a fortune 100 company with operations throughout the United States and Latin America. His responsibilities include Enterprise Risk Management and Business Continuity Management in addition to insurance program and claims administration.

ELLEN CHARNLEY

Ellen Charnley 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. Ellen has worked in the Captive Insurance Industry since 1996 and is qualified as a Chartered Accountant with KPMG.

RICHARD WOLFF

Richard Wolff brings more than 25 years of financial, operational and strategic experience to Fox Rent A Car. Richard has extensive experience leading companies in all functional areas including Operations, Accounting, Finance, Treasury, Sales and Marketing, Human Resources, Legal, Risk Management, Information Technology and Pricing. He received his degree in Economics/Business from UCLA and is a licensed CPA in the state of California.

Sessions & Speakers

Wednesday, October 22 10:00 AM - 11:00 AM Hokulani 4/5

Best Practices for Examinations of Captives and Risk Retention Groups and NAIC Updates

Regulatory and Examination Update: The panel will discuss changes to the examination process for 2013 and 2014 examinations, including the latest NAIC initiatives; the Regulator's perspective on Hawaii captive activity in 2014, including emerging trends or areas that required special regulator attention; the Regulator's perspective on success factors for new and existing captives; the Regulator's commentary on changes to the Captive Branch in 2014 and anticipated changes in 2015; the Captive Owner's perspective on the examination process, success factors for strong regulatory relationships and new perspective on emerging trends.

SPEAKERS:

HOLLY OSUMI, Hawaii DCCA Insurance Division
ROBERT PANAH, Noble Consulting Services
SANFORD SAITO, Hawaii DCCA Insurance Division
TOMMY TSO, J.F. Shea Company, Inc.

HOLLY OSUMI

Holly Osumi is the Chief Captive Insurance Examiner for the Hawaii Insurance Division, Captive Branch. 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 ACaptive Insurance Examiner In-Charge. Holly is a Certified Public Accountant and a Certified Financial Examiner as conferred by the

ROBERT PANAH

Robert Panah is a Managing Director with Noble Consulting. Noble is a national regulatory consulting firm headquartered in Indianapolis. Bob oversees Noble's examination services; investment and information systems specialist services, as well as Noble's training and professional development program. He also leads Nobles troubled company practice. Bob is a frequent speaker at national seminars.

SANFORD SAITO

Sanford Saito is the Deputy Commissioner and Captive Insurance Administrator for the Hawaii Insurance Division, Captive Branch. 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. He is a certified financial examiner and has been with the Insurance Division since 2004. His previous position was captive insurance examiner. Prior to that, he worked in the department's Division of Consumer Advocacy as a public utilities auditor.

TOMMY TSO

Tommy Tso is Director, Risk Management at J.F. Shea Company, 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, Berkeley and speaks fluent Chinese.

Wednesday, October 22 11:00 AM - 12:00 PM Hokulani 4/5

Using Analytics in Captive Strategies Planning

As captives mature and grow, planning for the best use of captive resources, assets, and capital can provide a roadmap for captive operations. Analysis and understanding of operating ratios, risk retention levels, and surplus adequacy measures can drive and optimize captive performance. This panel will review these and other metrics which can aid captive owners in their strategic decision-making process.

SPEAKERS:

CHARLES LENZ, Perr&Knight
CHRISTOPHER MERTES, The Mutual RRG
FAY OKAMOTO, Artex Risk Solutions

CHARLES LENZ

Charles ("Charlie") Lenz is a Principal & Consulting Actuary with Perr&Knight, with 24 years of experience in the property-casualty insurance industry. His primary responsibility at Perr&Knight is to manage the firm's actuarial services for alternative risk financing clients including captive insurance companies and other self-insureds. Charles graduated magna cum laude from the University of California at Los Angeles with a Bachelor of Science in Applied Mathematics in 1990. He has spoken at numerous insurance industry events over the course of his career.

CHRISTOPHER MERTES

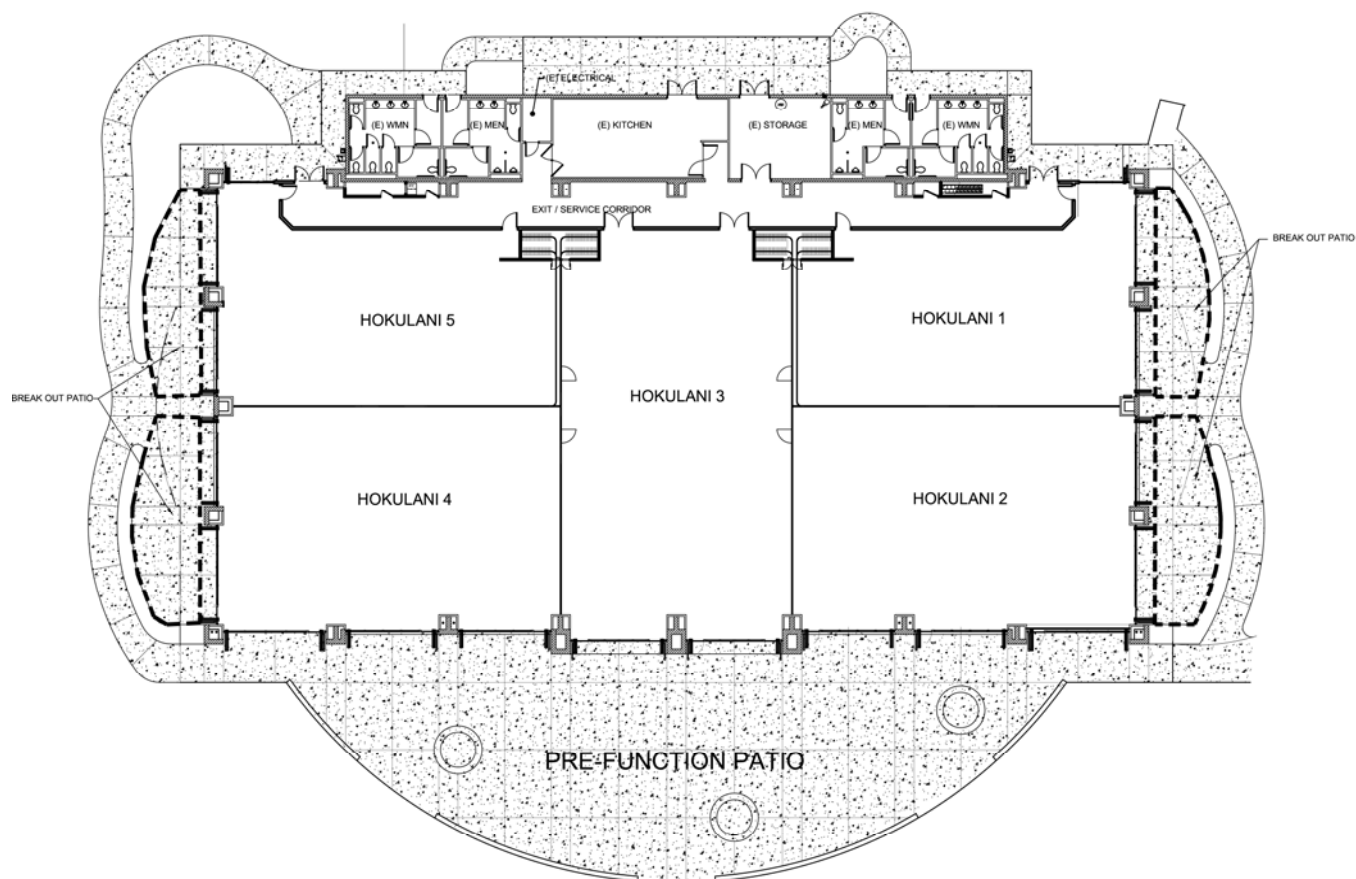
Christopher P. Mertes, CFO and EVP, joined The Mutual in early 2003 with 30 years of finance and management experience. He has 24 years in medical professional liability insurance, including 14 years with NORCAL Mutual Insurance. Previously, he held financial positions with Impell Corporation, MGM/UA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

FAY OKAMOTO

Fay Okamoto heads the Hawaii captive management office of Artex Risk Solutions, a subsidiary of Arthur J. Gallagher & Co. specializing in alternative risk financing solutions. In addition to her captive management responsibilities, Fay coordinates and leads Artex teams performing captive feasibility studies and program analysis. She has 23 years experience in the captive insurance industry, is a CPA and a Certified Insurance Counselor. She graduated from the University of Hawaii at Manoa with a Bachelors in Business Administration. Fay is active in the Hawaii captive community, and currently serves as a Director and Chair of the Board of the Hawaii Captive Insurance Council.

EDUCATIONAL FORUM 2014

Conference Map



SAVE THE DATE

Grand Hyatt Kauai Resort & Spa

October 27 - October 30, 2015

