

# REGISTRATION BROCHURE

October 16 - 19, 2017 • Fairmont Kea Lani • Wailea, Maui



# CULTIVATING CREATIVITY FORUM 2017







# CULTIVATING CREATIVITY

## Mahalo to Our Sponsors

### Gold

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*Our 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.*

### Silver

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## Schedule of Events

Date	Time	Event
<b>Monday, October 16</b>	8:00 AM - 5:00 PM	MEETINGS/NETWORK OPPORTUNITIES
	12:00 PM - 5:00 PM	REGISTRATION DESK & EXHIBITOR SET UP
	1:00 PM - 2:30 PM	<b>GENERAL SESSION: LET'S GET STARTED—CAPTIVE 101</b>
	2:00 PM - 5:00 PM	OPTIONAL ACTIVITIES
<b>Tuesday, October 17</b>	8:00 AM - 5:00 PM	MEETINGS/NETWORK OPPORTUNITIES
	8:30 AM - 5:00 PM	REGISTRATION DESK & EXHIBITOR HALL
	10:15 AM - 11:15 AM	<b>GENERAL SESSION: BUILDING AN INVESTMENT PLAN FOR YOUR CAPTIVE INSURANCE ASSETS</b>
	12:00 PM - 4:00 PM	COMMUNITY SERVICE EVENT— NOHO'ANA FARM
	5:00 PM - 6:00 PM	WELCOME RECEPTION WITH EXHIBITORS
	6:00 PM - 8:00 PM	CAPTIVE OWNERS APPRECIATION DINNER
	8:00 PM - 10:30 PM	LATE NIGHT ENTERTAINMENT
<b>Wednesday, October 18</b>	7:00 AM - 9:00 AM	BREAKFAST
	8:00 AM - 5:00 PM	MEETINGS/NETWORK OPPORTUNITIES
	8:00 AM - 5:00 PM	REGISTRATION DESK & EXHIBITOR HALL
	8:30 AM - 8:45 AM	OPENING REMARKS
	8:45 AM - 9:45 AM	<b>GENERAL SESSION: DEFYING DISRUPTION IN THE CAPTIVE INDUSTRY</b>
	9:45 AM - 10:45 AM	<b>GENERAL SESSION: CULTIVATING INNOVATION IN YOUR CAPTIVE</b>
	10:45 AM - 11:00 AM	Break
	11:00 AM - 12:00 PM	<b>GENERAL SESSION: UPDATE ON NEW ISSUES IN FEDERAL &amp; STATE TAXES</b>
	12:00 PM - 1:30 PM	KEYNOTE SPEAKER LUNCHEON
	2:00 PM - 3:00 PM	<b>GENERAL SESSION: CAPTIVE FLEXIBILITY: SOLVING INSURANCE QUIRKS</b>
	3:00 PM - 4:00 PM	<b>GENERAL SESSION: EXPANDING BEYOND YOUR ORIGINAL BUSINESS PLAN</b>
	4:30 PM - 5:00 PM	HCIC ANNUAL MEMBERSHIP MEETING
<b>Thursday, October 19</b>	7:00 AM - 9:00 AM	BREAKFAST
	8:00 AM - 12:00 PM	REGISTRATION DESK & EXHIBITOR HALL
	8:30 AM - 9:30 AM	<b>GENERAL SESSION: HOT TOPICS IN THE CAPTIVE &amp; RRG INDUSTRY</b>
	9:30 AM - 10:30 AM	<b>CONCURRENT SESSION: CAPTIVE INVESTING—CULTIVATING AND SUSTAINING GROWTH</b>
		<b>CONCURRENT SESSION: POOLS AND 3RD PARTY PROGRAMS - THE WATER IS FINE</b>
	10:30 AM - 10:45 AM	BREAK
	10:45 AM - 11:45 AM	<b>CONCURRENT SESSION: GET YOUR HANDS DIRTY WITH ANALYTICS &amp; YOUR CAPTIVE</b>
		<b>CONCURRENT SESSION: CHANGING ENVIRONMENT FOR PUBLIC SECTOR RISK MANAGEMENT AND CAPTIVES</b>
	11:45 AM	CLOSING REMARKS/LIGHT LUNCH



# CULTIVATING CREATIVITY

## Event Highlights

**TUESDAY, OCTOBER 17**

### Noho'ana Farm Visit



Join us for a tour and community service event at Noho'ana Farm (Noho'ana meaning "a way of life"), a family owned organic

farm situated on two acres of kuleana land (Hawaiian Ancestral land), which is composed of 12 ancient lo'i kalo (taro patches) fed by the fresh waters of the Waikapū stream.

The mission of Noho'ana Farm is to maintain the culture and promote agriculture by engaging the community through education regarding the importance of traditional farming and cultivating organic crops, aloha 'āina (love of the land), and water resource management.

During the excursion, you'll have a chance to step into the lo'i (taro patch) and harvest kalo (taro), clear invasive weeds, and taste some of the products grown on the farm. It is a once-in-a-lifetime opportunity for most.



**THURSDAY, OCTOBER 19**

### Golf

Join the HCIC for an afternoon of golf at



Includes 18 holes of golf at the Wailea Golf Club, lunch and commemorative gift. Sign up available when you register. \$200 per person.

**Shotgun start at 12:45 PM**

**THURSDAY, OCTOBER 19**

12:00 PM

### KEYNOTE SPEAKER GARRETT MARRERO

2017 "National Small Business Person(s) of the Year", U.S. Small Business Administration



Garrett co-founded Maui Brewing Company in 2005 & has made it a successful Regional



Craft Brewery and Hawaii's Largest Craft Brewer. Under his leadership, Maui Brewing Company has

grown from a seven-barrel brewpub with 32 employees producing 320 barrels of beer in 2005, to a pub and brewery with over 400 employees on pace to produce nearly 53,000 barrels of beer in 2017. In the ten years since opening, revenues have grown from \$1.8M in 2005 to \$18M in 2017. Garrett has led numerous legislative initiatives succeeding in changing laws to better support the growing craft industry in Hawaii.





## Sessions & Speakers

**Monday, October 16 1:00 PM - 2:30 PM**

### Let's Get Started - Captive 101

In this session (geared towards newcomers to the captive industry), an experienced panel will discuss the types of captives, why captives are formed, as well as the potential benefits of using a captive to finance their risk. The captive owner will share their story in the form of a case study detailing any issues that arose along the way as well as sharing what they may do differently if they began their journey today.

#### SPEAKERS:

**Mike Meehan**, Milliman  
**Anne Marie Towle**, JLT Insurance Management  
**Krista Twesme**, Mortenson

**Tuesday, October 17 10:15 AM - 11:15 AM**

### Building An Investment Plan For Your Captive Insurance Assets

This session would cover how you build an investment plan for new captives all the way to those that are seasoned. It will also provide an update on today's market environment and the challenges given the economy, rates and the markets today.

#### SPEAKERS:

**Larry Fernandes**, Wells Fargo Asset Management  
**Gary Schlossberg**, Wells Fargo Asset Management





# CULTIVATING CREATIVITY

## Sessions & Speakers

**Wednesday, October 18 8:45 AM - 9:45 AM**

### **Defying Disruption In The Captive Industry**

The concept of economic disruption is not a new one. Disruption has been well described in the economics, finance, business strategy, and quantitative analysis literature. What is different today is that observable disruption is happening with greater frequency. Moreover, the impact of economic disruption, both favorable and unfavorable, has had a clear and permanent effect across industries and established operational processes in unanticipated ways. For purposes of this panel discussion we will make some conscious assumptions about the nature and cause of disruption. First, disruption may be a good thing. Second, disruption is a change engine and may not necessarily be a random event, but a strategic and purposeful design activity. Finally, disruptive strategies, if that is what they are, may present as new products and services, may be increasingly incubated within captives. The focus of this round table style discussion is to open a new dialogue around disruption as an economic and operational strategy, and to begin to understand how captives may play a role.

**SPEAKERS:**

**David Beyer**, Alaska Airlines  
**Ward Ching**, Aon  
**Loren Nickel**, Google

**Wednesday, October 18 9:45 AM - 10:45 AM**

### **Cultivating Innovation In Your Captive**

Cultivating Innovation in Your Captive is designed as an interactive conversation among Hawaii captive owners discussing their experiences using their captive insurance companies as innovative solutions to support their business enterprises. Current and prospective captive owners will benefit from these real world scenarios.

**SPEAKERS:**

**Jason Flaxbeard**, Beecher Carlson  
**Bill Lyons**, Recology  
**Michael Owens**, Marriott International, Inc.  
**Matt Reece**, Webcor Builders

**Wednesday, October 18 11:00 AM - 12:00 PM**

### **Update On New Issues In Federal & State Taxes**

This session will address new issues arising over the last year in federal and state tax issues. Decisions are expected with regard to the Avraham case and its two companion cases which will have an effect on 831(b) entities and possibly on other captives. Also, we will discuss issues affecting all captives that seem to emanate from Notice 2016-66 which is directed at 831(b) captives, also will address new decisions in state taxation of captives.

**SPEAKER:**

**Thomas Jones**, McDermott Will & Emery  
**P. Bruce Wright**, Eversheds Sutherland (US) LLP

## Sessions & Speakers

**Wednesday, October 18 2:00 PM - 3:00 PM**

### **Captive Flexibility: Solving Insurance Quirks**

A small panel discussion on the flexibility captives bring when solving insurance issues. Exploring two recent examples of Alaska Air Group, Inc. using its captive, and the flexible Hawaiian domicile to solve unexpected insurance issues. First, providing unavailable coverage to a wholly owned airline ground handling subsidiary, and second providing non-standard coverage to a recently acquired subsidiary.

SPEAKERS:

**David Beyer**, Alaska Airlines  
**Chuck Cederroth**, Aon

**Wednesday, October 18 3:00 PM - 4:00 PM**

### **Expanding Beyond Your Original Business Plan**

For captives who have been established for some time, many pause and consider what is their strategic plan. Do they want to continue based upon their original business plan or is it time to refresh and make changes based upon the organization's needs. This session explores captives which have expanded beyond their original plan, the process, the challenges and the best practices.

SPEAKERS:

**Mike Meehan**, Milliman  
**Anne Marie Towle**, JLT Insurance Management

**Thursday, October 19 8:30 AM - 9:30 AM**

### **Hot Topics In The Captive & RRG Industry**

This session focuses on the RRG and captive changes happening today and effecting the industry. The office of the FIO, NAIC, and the IRS to name a few, continue to wield their strength and emphasis on captive insurance, this session will dispel any myths and bring you up to speed with the latest happenings on the Hill in Washington. An Affordable Care Act update will be provided.

SPEAKERS:

**Skip Myers**, Morris Manning & Martin, LLP  
**Dan Towle**, Captive Insurance Companies Association  
**Gerald Yoshida**, Char Hamilton Yoshida & Shimomoto







# CULTIVATING CREATIVITY

## Sessions & Speakers

**Thursday, October 19 9:30 AM - 10:30 AM**

### **Captive Investing—Cultivating and Sustaining Growth**

Our health care captive owner, Willamette Valley Insurance Company, will review its captive history, chronicle its strategic investment planning process, and its experience in the Hawaii domicile. We'll discuss captive investing and the decisions which led to strategic investment changes as the captive grew and matured. To sustain growth, we'll consider alternative strategies to diversify the investment portfolio in light of business needs and the capital markets landscape.

#### **SPEAKERS:**

**Ellen Hampton**, Salem Health  
**Josh Lam**, First Hawaiian Bank  
**Ken Miller**, First Hawaiian Bank

**Thursday, October 19 9:30 AM - 10:30 AM**

### **Pools And 3rd Party Programs — The Water Is Fine**

Third party, customer, or pool programs provide many captive owners an opportunity to diversify their captives and achieve risk distribution. Certain programs can be profit center complementing an insured's core business, while others are geared towards better management and financing of a company's own risk. This session will explore different 3rd party program options and identify areas of caution vs. benefits for insureds and their captives.

#### **SPEAKERS:**

**TJ Sherer**, Artex Risk Solutions  
**Matt Nesbett**, Synergy Risk Group

**Thursday, October 19 10:45 AM - 11:45 AM**

### **Get Your Hands Dirty With Analytics & Your Captive**

We will look at considerations in setting premiums for coverages in the captive, capital adequacy of the captive, reserve levels and financial statement impacts. These are all critical to running a captive effectively. Dive into these critical numbers with us as we tear into what can have a material impact on your captives long term success. Taking it a step further, we will look at how the parent company is impacted by the captive.

#### **SPEAKERS:**

**Rob Kingsley**, RPX Corporation  
**Kevin Malbon**, Aon  
**Zoë Rico**, Aon

**Thursday, October 19 10:45 AM - 11:45 AM**

### **Changing Environment For Public Sector Risk Management And Captives**

Shrinking budgets and staff, new regulations, changing demographics, and increasing demands for services are forcing today's public sector risk executives to do more with less. There is a need for more risk intelligent management so that opportunities and threats to the entity's performance and objectives are recognized and addressed timely and appropriately. This session will provide insights into the operations of two large public educational organizations, and how they have successfully utilized captives to meet their specific objectives.

#### **SPEAKERS:**

**Elizabeth Cherry**, University of Washington  
**John Didion**, Captive Insurance for Public Agencies Limited  
**Craig Watanabe**, Strategic Risk Solutions



Or register online: [www.regonline.com/HCICForum2017](http://www.regonline.com/HCICForum2017)

## Registration Information (please fill out one form per registrant)

NAME: \_\_\_\_\_ COMPANY: \_\_\_\_\_

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

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIPCODE: \_\_\_\_\_ EMAIL: \_\_\_\_\_

## Conference Pass Rates

Early Bird Rate      Regular Rate  
(prior to/on 9/15/17)\*

*All rates are subject to verification of eligibility.*

\_\_\_\_\_ **HCIC MEMBER Full Pass**.....\$750.....\$900

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

\_\_\_\_\_ **NON-MEMBER Full Pass**.....\$1100.....\$1250

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

\_\_\_\_\_ **FIRST TIME CAPTIVE OWNER Full Pass**.....\$400

Captive Owners and Prospective Captive Owners who have never attended the HCIC Forum. Entitles you to all educational sessions, included meals, entertainment and entrance to the Exhibit Hall.

\_\_\_\_\_ **GOVERNMENT Pass**.....\$550

Entitles you to all educational sessions, included meals, entertainment and entrance to the Exhibit Hall. *Government employees may select this Pass category.*

\_\_\_\_\_ **NETWORK Pass**.....\$450

Entitles you to entrance into the Exhibit Hall and included meals. *Does not include educational sessions.*

\_\_\_\_\_ **ONE DAY Pass**.....\$600

Entitles you to all educational sessions on Wednesday 10/18 plus attendance to the Keynote Speaker Luncheon.

\_\_\_\_\_ **SPEAKER Full Pass**.....\$400

Entitles you to all educational sessions, included meals, entertainment and entrance to the Exhibit Hall. *Forum 2017 Speakers should select this Pass category.*

\_\_\_\_\_ **DINNER GUEST Pass**.....\$200

Entitles you to bring a guest to Tuesday night's Reception and Captive Owner Appreciation Dinner. *May only be purchased with a Full Pass.*

Name on Guest Pass \_\_\_\_\_

\_\_\_\_\_ **Noho'ana Farm Service Event**.....\$35

Join us on Tuesday 10/17 from 12pm—4pm. Lunch included. See page 5 for additional information.

\_\_\_\_\_ **Wailea Golf Club**.....\$200

Join us on Thursday 10/19 at 12:45pm Lunch & gift included. See page 5 for additional information. \_\_\_\_\_ **Clubs** \$75

## Payment

☐ **Credit Card** (select type) ☐ Visa ☐ MasterCard ☐ American Express

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

Cardholders Name (as it appears on the card) \_\_\_\_\_

☐ **Check** (registration is not confirmed until payment is received)

### Cancellation Policy

Cancellations received in writing by September 30, 2017 will receive a full refund. Cancellations after September 30, 2017 are non-refundable, however substitutions will be accepted. Please see the HCIC website for additional cancellation policies. HCIC is a not-for-profit organization FEIN #99-0292660.

\*To qualify for the Early Bird Rate, full payment must be received by 9/15/17.

**Mail Form To:** HCIC P.O. Box 2815, Honolulu, HI 96803  
**Email Form To:** [info@hawaiiaptives.com](mailto:info@hawaiiaptives.com)