



Celebrating 85 Years of Promoting Professionalism & Personal Growth

Welcome to **LEA's Spring Conference**



Did You Know...

Georgia designated the **peach** as the official state fruit in 1995. **Georgia** is known as "The **Peach** State" because of its reputation for producing the highest quality fruit - **Georgia-grown peaches** are recognized for their superior flavor, texture, appearance and nutritious qualities.

Check out more "Did You Know" facts about Georgia inside...

JUNE 15-17, 2016

The Ritz Carlton
3391 Peachtree Road Northeast
Atlanta, GA



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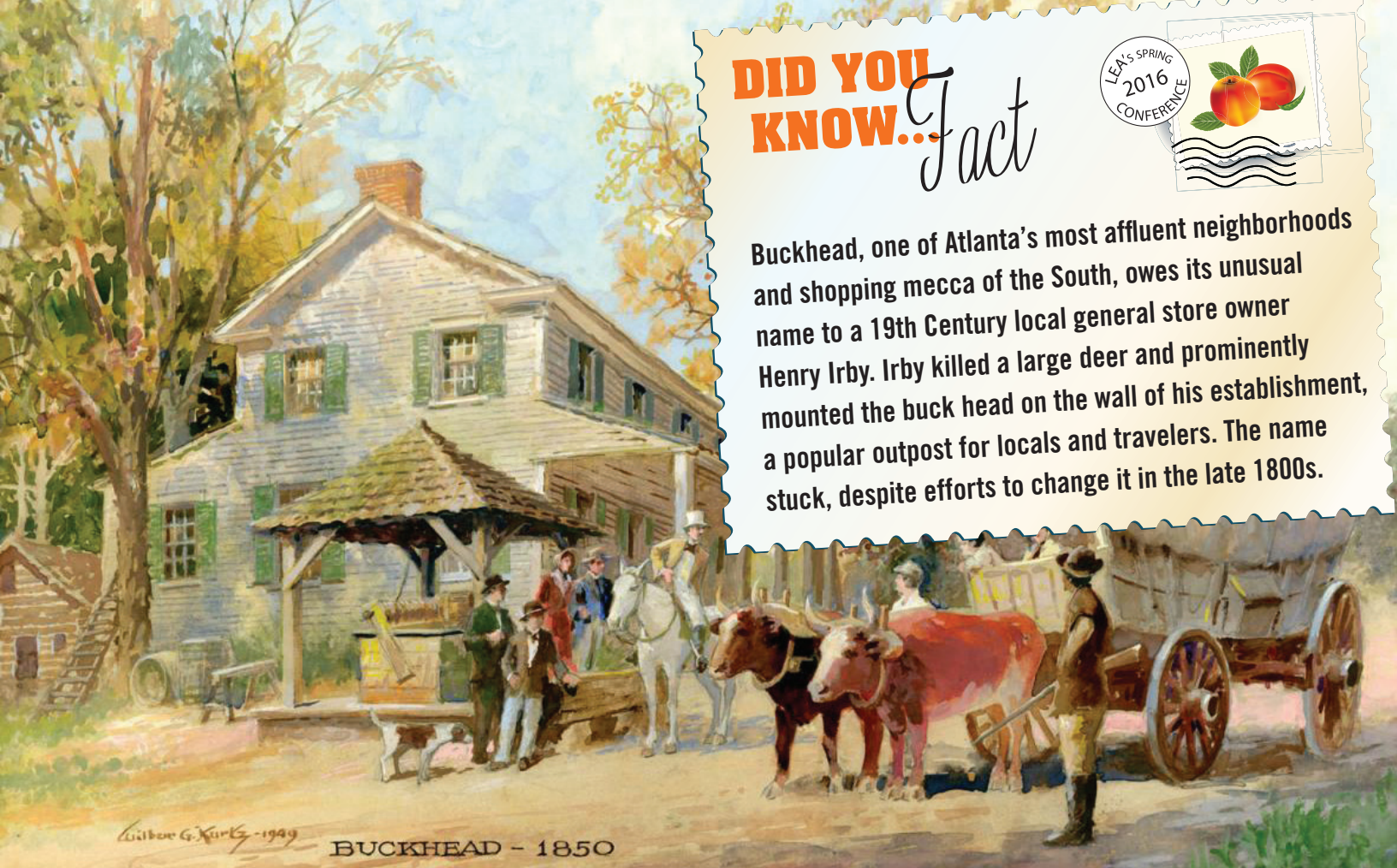
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**DID YOU
KNOW...**

Fact

LEA'S SPRING
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Buckhead, one of Atlanta's most affluent neighborhoods and shopping mecca of the South, owes its unusual name to a 19th Century local general store owner Henry Irby. Irby killed a large deer and prominently mounted the buck head on the wall of his establishment, a popular outpost for locals and travelers. The name stuck, despite efforts to change it in the late 1800s.

THE PROGRAM

WEDNESDAY, JUNE 15

8:00 – 5:00 pm

Registration Opens

—Outside Salon 8

9:00 – 5:00 pm

Speaker Ready Room

—Diplomat Room

(Each panel was assigned a specific time slot)

10:00 am – 5:00 pm

Golf Outing

North Fulton Golf Course

216 West Wieuca Road NW

Atlanta, GA 30342

6:00 – 8:00 pm

Opening Night Reception

Plaza Ballroom

(Open to All Registered Attendees)



DID YOU KNOW... *Fact*



The tallest building in the United States not located in either New York City or Chicago is located in Atlanta, Georgia. The Bank of America Plaza stands at 1,023 feet tall and dominates the city's skyline. One of the interesting parts of the design of the building is that there are no street level pedestrian entrances, most people enter and exit the building from the parking areas located underground.

THURSDAY, JUNE 16, 2015

7:30 – 8:30 am **Continental Breakfast**
—Grand Ballroom Foyer

8:00 – 5:00 pm **Registration Desk Open**
—Plaza Prefunction Area

8:00 – 12:00 pm **Speaker Ready Room Available**
—Envoy Room
(Each panel was assigned a specific time slot)

8:30 – 8:45 am **General Session**
Grand Ballroom

Welcome **Costantino Suriano, Esq.**
Mound Cotton Wollan & Greengrass
Anti-Trust Admonition Statement

Opening Remarks/ Program Overview **Edward J. Ryan, CPCU**
LEA President
Munich Reinsurance America, Inc.

8:45 – 9:15 am
LEA Members Business Meeting
(All LEA Registered Members are invited to attend)

9:15 – 10:15 am
Insurance Industry/Risk Management
Speaker **Paul Walker**
St. John's University

10:15 – 10:30 am **Refreshment Break**
—Prefunction Area

10:30 – 11:30 am

Promoting Your Program through Prosecutors

Insurers and regulators share an anti-fraud mission for the good of consumers and insurers. The benefit to consumers is both direct in developing deterrence cases, and indirect through other opportunities such as anti-fraud advertising and legislation. Lessening the impact of fraud allows insurers to focus on products and services. Rarely, however, do insurers and prosecutors maximize their relationship. This session will present a comprehensive approach to maximizing that relationship for the benefit of your companies and clients, while protecting the sensitive information of your companies.

Speaker

Ron Chillemi, Esq.
Robins Kaplan LLP

11:30 – 12:30 pm

Making Negotiation & Mediation Count: Decoupling Mediation and Litigation Strategies

This presentation addresses the “perception gap” in mediation; the difference between what lawyers think is persuasive and what actually is persuasive. It also demonstrates specific mediation techniques that move negotiations toward a resolution and contrasts them with litigation techniques in mediation that quickly lead to impasse. Attendees are engaged directly through demonstrative and participatory exercises by Instructors in improv methods.

Negotiation and mediation are a necessary part of claims resolution. Too often mediations end in an impasse or a split down the middle because lawyers rely on trial techniques they perceive to be persuasive. A successful approach to negotiation and mediation decouples trial techniques from true resolution strategies. Resolution strategies,

DID YOU KNOW... *Fact*



Atlanta is represented as a symbol of the mythological Egyptian bird called the Phoenix. A historic fire incident that was deliberately set to destroy the city justifies the representation. Atlanta, like the Phoenix, rose from the ashes to become an influential city.



specifically for mediation, open windows of opportunity while trial strategies generally close doors.

Speakers

Nick Pasciullo, Esq.

Director
Complex Property & Energy
The Chartwell Law Offices LLP

Nick Clancy

Vice President
HDI Global Insurance Company

12:30 – 1:30 pm

Lunch

*Lobby Level Cafe Restaurant
(Open to all registered attendees)*

1:30 – 5:00 pm

LEA Concurrent Workshops

1:30 – 3:30 pm

WORKSHOP 1 (2 Hours)

Salons 6-8

Tianjin Explosion

This session will provide a general overview of the Tianjin Explosion and focus on the logistics of handling such an event, taking into account the regulatory environment in China. How can the lessons learned be used for other events? What are key policies and claims challenges, in particular, how this relates to the interaction of property and marine risks. Who are the key players involved and what are their key responsibilities. How does the issue of contamination combined with the falling

demand for automobiles have implications for the valuation and settlement of the claims?

The Tianjin Explosion program will be an interactive workshop which will cover all of these areas. This session will be led by an insurer, a lawyer and an adjuster, all of whom have been involved with Tianjin Explosion and other CAT events.

This session will also cover the initial response/use of technology and the logistics of managing an event with potentially high contamination. The policy coverage aspects that will be reviewed include property vs. marine cover, local vs. master, sub limits, definitions and dual insurance and investigating what to do with repair, salvage and taxes. The session will feature many aspects of the real Tianjin explosion but with some hypothetical elements, which will allow the audience to discuss, debate, and work through the issues that arise in a CAT event.

Moderator

John Parvin

Global Head of Catastrophe Claims
Zurich

Speakers

Conrad Hak

Major Loss Regional Manager

Mark Wing

Partner
Clyde & Co.



DID YOU KNOW... *Fact*



The 1996 Summer Olympics (French: Jeux olympiques d'été de 1996), known officially as the Games of the XXVI Olympiad and unofficially as the Centennial Olympic Games, was a major international multi-sport event that took place in Atlanta, Georgia, United States, from July 19 to August 4, 1996.

WORKSHOP 2 (2 Hours)

Salon 1

Are First-Party Insurers at Risk for Cyber Attacks on Industrial Facilities and Infrastructure?

This session will address what the Department of Homeland Security is doing to combat these attacks and how to handle a first-party cyber claim.

Cyber attacks on industrial control systems for industrial facilities and infrastructure that can result in property damage is a complex topic. It requires an understanding of how these attacks are taking place, types of industrial assets and infrastructure at risk, what property damage can occur, the critical work done by the Industrial Control Systems – Cyber Emergency Response Team (part of the Department of Homeland Security) – to stop these attacks and the claims handling steps to take, including the retention of experts, for the investigation, analysis and adjustment of a first-party property loss arising from a cyber attack.

Moderator

Bruce Kaliner, Esq.

Mound Cotton Wollan & Greengrass

Speakers

Neil F. Hershfield

Deputy Director, ICS-CERT
U.S. Department of Homeland Security

Laura Hughes

Vice President, SP&C & APD Claims
One Beacon Insurance Group/
Atlantic Specialty Insurance Company

WORKSHOP 3 (2 Hours)

Salons 3-5

How to “Steer” a Steering Committee

This session will provide a general overview and provide suggested “Best Practices” in the formation, functioning and operation of a steering committee on Structured and Layered Quota Share loss adjustments.

Managing large and complex property damage claims can be time consuming, frustrating and sometimes even dysfunctional when a large group of insurers are involved. The delegation of various tasks associated with the investigation, analysis and communication throughout the process is essential. When a clearly defined set of guidelines are used, the process will return benefits to all stakeholders involved and avoid many of the common pitfalls of the adjustment process and more often than not, improve the overall response to the policyholder.

Moderator

Rick Kuzmanoff

Senior Vice President – Property Claims NA
XL Catlin

Speakers

Dave Dicenso

Senior Vice President, Global Senior Claim Expert
Swiss Re

Michael Rotolo

Executive General Adjuster
William Kramer Associates

Mike Webster, CPA

Senior Executive
Meaden & Moore

3:30 – 4:00 pm

Refreshment Break

**FORTUNE
500**

**DID YOU
KNOW...**

Fact

LEA'S SPRING
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In terms of the largest concentration of the Fortune 500 companies in the USA, the city of Atlanta ranks third.



DID YOU KNOW... Fact

LEA'S SPRING
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Atlanta is famous for having the largest toll-free dialing area in the world, the most shopping center space per capita along with Chicago and the world's largest 10K race known as "Peachtree Road Race" that sees 45,000 runners annually!

THE PROGRAM

4:00 – 5:00 pm

WORKSHOP 4 (1 Hour)

Salon 2

The Property Case Update

Give us sixty minutes and we'll give you the year in review! Bill Erickson and Jim Harrington of Robins Kaplan LLP will update you on the most interesting property insurance case decisions of the past year. Cases illustrating important trends in several areas will be featured, including the latest decisions on physical loss, flood, mudslides following wildfires, extra expense, actual cash value, and what the New York courts are saying about the tort of bad faith claims handling. The *Property Case Update* is not a lecture program. Join us for a fast-paced combination of audience participation and case discussion covering the recent cases and trends you need to know.

Speakers

Bill Erickson, Esq.

Partner
Robins Kaplan Miller & Ciresi

Jim Harrington, Esq.

Partner
Robins Kaplan Miller & Ciresi

WORKSHOP 5 (1 Hour)

The Gallery

Navigating the Frontier of Wildland Fire Investigations

This session will teach claims personnel the role of the carrier, vetting of experts, working with the locals, a team approach and how to get results. The attendees will receive techniques of the litigation into wildland fires which will reduce expenses and increase potential recovery.

Moderator

Jason Karasinski

President/Owner
Fire Research & Technology

Speakers

Mark Grosso

Fire Investigator
Travelers Investigative Services

Robert Toth

IAAI-CFI, Certified Fire Investigator
IRIS Fire Investigations, Inc.

WORKSHOP 6 (1 Hour)

Plaza Ballroom

Cutting Edge Issues in Commercial Property Claims and Litigation

This session will identify and analyze difficult coverage and loss adjustment issues that arise in the handling of commercial property claims for storm losses, so that insurers can properly determine and pay amounts owed to resolve such claim.

Property loss claims arising from significant storms are ubiquitous and constantly present new and challenging issues for insurers. A significant coverage issue involves the concept of "matching," (i.e., must insurers pay to repair or replace undamaged property to aesthetic matching with portions of damaged property that must be replaced.) Another major issue involves the scope of appraisal, including: (1) whether causation is a coverage issue for a court or an issue for appraisers to resolve; and (2) the requirement, contained in most policies, that appraisers be "competent and impartial."

Speakers

Gregory R. Giometti, Esq.

Gregory R. Giometti & Associates, P.C.

John D. Mereness, Esq.

Gregory R. Giometti & Associates, P.C.

6:00 – 8:00 pm

LEA Reception

Salons 1,3,4 & 5

(Open to all

LEA registrants)

DID YOU KNOW... Fact

Atlanta is one of two cities in the world to be home to two Nobel Peace Prize winners: Martin Luther King Jr. and President Jimmy Carter.



FRIDAY, JUNE 17, 2016

7:30 – 11:45 am

Registration Table Open

Prefunction Area

7:30 – 8:30 am

Continental Breakfast

Prefunction Area

(Open to all registered attendees)

8:30 – 12:00 pm

Repeat of Concurrent Workshops

8:30 – 10:30 am

Workshop 1 (2 Hours)

Salons 6 - 8

Tianjin Explosion

Workshop 2 (2 Hours)

Salon 1

Are First-Party Insurers at Risk for Cyber Attacks on Industrial Facilities and Infrastructure?

Workshop 3 (2 Hours)

Salons 3 - 5

How to "Steer" a Steering Committee

10:30 – 11:00 am

Refreshment Break

Prefunction Area

11:00 – 12:00 pm

Workshop 4 (1 Hour)

Salon 2

The Property Case Update

Workshop 5 (1 Hour)

The Gallery

Navigating the Frontier of Wildland Fire Investigations

Workshop 6 (1 Hour)

Plaza Ballroom

Cutting Edge Issues in Commercial Property Claims and Litigation

12:00 pm

Conference Adjournment

An LEA officer will provide concluding remarks at the end of each workshop session.

As a Reminder: Please remember that CE forms are to be signed by only an authorized LEA CE delegate and/or by the instructor of each session.

No partial credit will be given. Attendees must attend the full sessions to receive CE credit for that session.

All forms are to be submitted at the close of the conference. License Number required.

GENERAL {SPEAKERS} SESSIONS

EDWARD J. RYAN, CPCU

Vice President, Head of Property Claims
LEA President

Munich Reinsurance America, Inc.



Ed Ryan currently holds the position of Vice President, Property Claims at Munich Re America and has been with the company, formerly known as American Re, since 1991. His current responsibilities include managing reinsurance claims reported by east coast client companies, as well as supervising

losses reported under direct policies issued by affiliated companies. His duties also include consulting with client companies on individual claim strategies, organizational issues and catastrophe loss planning.

Ed began his property loss career as a field adjuster with Liberty Mutual in 1977 and moved to Hartford Insurance as a supervisor in their North New Jersey Regional Claim Office, prior to entering reinsurance as a claim specialist with Prudential Re. In addition to being a member of the LEA, Ed has achieved his CPCU designation.

Ed currently holds the position of LEA President and was elected for a two-year term at the 2015 Annual Meeting and Conference in Tampa.

PAUL WALKER, PH.D., CPA

James J. Schiro / Zurich Chair in Enterprise
Risk Management

Executive Director, Center for Excellence in ERM
St. John's University



Dr. Walker co-developed one of the first courses on Enterprise Risk Management (ERM) and has done ERM training for executives and boards around the world. This training includes helping boards develop risk oversight practices, benchmarking ERM practices, advising organizations on ERM

process development, and identifying unknown

risks. He has also researched ERM at the headquarters of companies such as Wal-Mart, Microsoft, DuPont, Intuit, Harley-Davidson Inc, Raytheon, and others. He has written extensively on risk and ERM including the books *Improving Board Risk Oversight through Best Practices*, *Making Enterprise Risk Management Pay Off* and *Enterprise Risk Management: Pulling it All Together*. He has also coauthored several articles on ERM including: *Is your Board Ready for ERM*, *The Strategic Advantage of ERM*, *Managing Risk: An Enterprise-Wide Approach*, *A Road Map to ERM*, and *ERM and the Strategy-Risk Focused Organization*. Dr. Walker was a consultant to COSO on their Enterprise Risk Management framework. In 2014, Dr. Walker was nominated to the COSO ERM Framework Advisory Council.

Dr. Walker worked in various positions at First National Bank Dallas, KPMG, and Ernst & Young. He taught at the University of Virginia for almost 20 years and has served as a visiting fellow at the London School of Economics Centre for the Analysis of Risk and the University of Canterbury at Christchurch. Dr. Walker was also selected as a 2011 Deloitte CFO scholar.

RONALD CHILLEMI, ESQ.

Robins Kaplan LLP



Ronald Chillemi served as the Insurance Fraud Prosecutor of New Jersey from 2011-2015. In that position, he reformed that division to successfully bring larger cases to drive deterrence. In that position, Mr. Chillemi more than tripled the average prison sentence obtained by this office from

just over one year to over 3.5 years; obtained two record annual aggregate recoveries under New Jersey's False Claim Act; secured the first convictions for first-degree crimes in the office's history; and successfully targeted two chief executives for fraud in insurance: *State v. Kelcy Pegler* (which Ron handled personally) and *State v. William Boudreau*. Both were sentenced to prison.

Prior to serving as Prosecutor, he served for nine years as an Assistant United States Attorney in New Jersey, where he prosecuted a number of insurance fraud cases and won two national awards for his advocacy. Mr. Chillemi has tried 19 jury trials to verdict. He now practices at Robins Kaplan LLP, a national trial firm, where he represents individuals, governments and large insurers in their anti-fraud matters.

NICK PASCIULLO

Chair, Property & Energy Practice Group
The Chartwell Law Offices, LLP



For over three decades, Mr. Pasciullo has counseled and represented domestic and international property and casualty insurance companies on traditional and emerging legal issues. Practice Areas Include: Complex Property; Energy & Engineered Risks (CAR, EAR); CAT and Large Loss; Builders Risk

Bad Faith Prevention and Mediation Advocacy.

Mr. Pasciullo's national practice focuses on first-party insurance/ reinsurance coverage and litigation under manuscript, specialty property and commercial insurance contracts for U.S., London, European and Bermuda Underwriters. Mr. Pasciullo has extensive experience in complex and multiparty litigation in state and federal jurisdictions and in arbitrations.

Mr. Pasciullo's practice primarily focuses on coverage and defense of Underwriters in matters related to: Power Generation, including Turbine, Wind Farms, Solar Arrays, Refineries, Pipelines, Transformers, T&D Lines Industrial, Manufacturing, Chemical, Metals Production, Municipal, Commercial, Retail, Condominiums, Apartments CAT, including Hurricanes, Windstorms, Earthquake, Floods, Tropical Storm, Tsunami, Snowstorm, involving Industrial, Manufacturing, Municipal, Commercial, Retail, Resorts and Hotels, Golf Courses, Telecommunications, Media Production and Broadcasting Green Buildings.

Mr. Pasciullo is also a certified Federal Court Mediator and successfully utilizes alternative dispute resolution methods to assist clients in expediting resolution of complex matters in appropriate cases. Mr. Pasciullo has also been appointed an eDiscovery Special Master by the Federal Court of the Western District of Pennsylvania and has assisted clients in litigation and in developing document retention policies prior to litigation.

NICK CLANCY

Vice President
HDI Global Insurance Company



Nick has had a diverse career in property insurance claims. He has served in the field as an independent adjuster, in Assumed reinsurance, in Ceded reinsurance and in Direct carrier claims. He has been Lead on major industry losses ranging from refinery explosions in the USA, to offshore rigs in the North Sea, to Floods in

Australia, to Pipelines in Asia, to mines in South Africa. He considers his strengths that most impact the bottom line of his employer to be coverage expertise and communication/ negotiation skills. "I started in the personal lines many years ago, and the skills I developed with negotiations at Mr. and Mrs. Homeowners kitchen table still work today with Mr. CEO and Mrs. CFO in the board rooms of the Fortune 500. The formula for successful claims handling has not changed. Our valued Clients respond positively to quality service, courtesy, empathy and honesty."

Nick is a corporate officer with HDI Global based in Chicago and overseeing Property, Energy, Engineering and Marine claims for North America; including claims from their producing offices around the globe. He formerly worked for Swiss Re as a Director in their Zurich Switzerland home office and a member of EMEA claims management, ACE and their predecessor CIGNA in Philadelphia, and in the field with CJW & Associates and GAB Business Services.

WORKSHOP{ 1 }

JOHN PARVIN

*Global Head of Catastrophe Claims
Zurich*



John's background is that he is a Chartered Civil and Structural Engineer, as well as a Chartered Loss adjuster. He has worked for Zurich since 2003, having previously worked for an international loss adjusting firm for 11 years. Within Zurich he has had a number of technical roles and since 2014 he has held the role of Global Head of Catastrophe Claims. He has responsibility for developing claims best practices, standards and procedures and set overall strategic direction, policy and objectives for the effective response and handling of Catastrophe events. His role includes operational control and coordination of larger events together with the review of completed events to increase risk insight, through regular analysis of claims trends, to improve processes and share with key stakeholders. He was the lead coordinator on the Tianjin Explosion in China, in August 2015.

CONRAD HAK

*Major Loss Regional Manager
Cunningham Lindsey*



Conrad Hak started his loss adjusting career 1982 with Thomas Howell (now Crawfords) gaining experience in general and catastrophe adjusting, assisting with hurricane claims in the Caribbean. Through his career he has dealt with a broad spectrum of commercial property and liability claims, while also taking on the role as a branch manager for McLarens in 1999.

In 2006 Conrad joined Cunningham Lindsey in Birmingham moving into their Major Loss Team in 2008 as a Team Leader and now Regional Manager. He has an extensive knowledge of a varied range of £million plus commercial losses and specialises in manufacturing, retail, educational establishments, recycling and automotive industries. Conrad also continues with overseas Catastrophe Claims the most recent being the Thailand floods involving substantial machinery, stock and buildings losses up to £200 million. Key skills include team project management, identification and resolution of policy coverage and liability issues and business continuity.

Conrad is an Associate of the Chartered Insurance Institute, and a Chartered Insurance Practitioner. He is also a Fellow of the Chartered Institute of Loss Adjusters and member of the European Loss Adjusting Executive. He has been twice President of his local Insurance Institute and is currently an auditor for them.

MARK WING

*Partner
Clyde & Co.*



Mark Wing is a partner at Clyde & Co. Mark's practice involves a wide range of contentious insurance and reinsurance areas with a focus on UK and international property, product and general liability risks.

Mark specialises in complex policy coverage matters advising insurers on policy disputes as well as the drafting of policy wordings. Much of Mark's work involves global insurance programmes and the interaction between master and local policies where Mark has acted as coordinating counsel in respect of a number of high profile events / incidents. Mark also undertakes subrogated recovery actions and defends liability claims both in the UK and as coordinating counsel for international actions.

LEA's



SPECIAL SECTION
PULLOUT PHOTO GALLERY

Anniversary

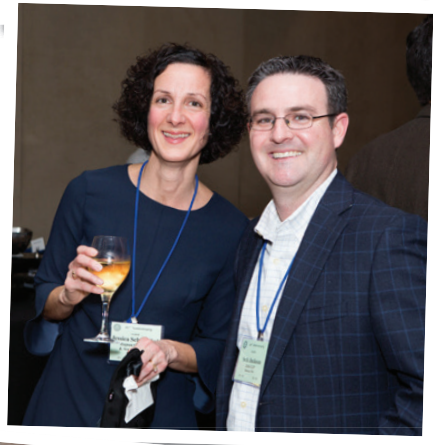
January 27 - 29, 2015

Tampa, Florida



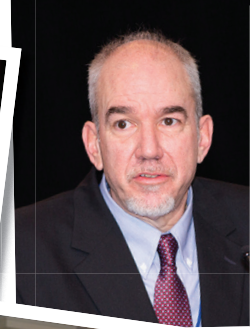














WORKSHOP { SPEAKERS } SESSIONS

WORKSHOP { 2 }

BRUCE KALINER, ESQ.

Mount Cotton Wollan & Greengrass



Bruce Kaliner has over twenty-five years of experience involving domestic and international first-party property insurance and reinsurance coverage issues with a focus on large loss manufacturing, chemical, and refinery claims, complex on- and off-shore energy losses, fire, flood/hurricane/earthquake

catastrophe claims, cyber claims, application of deductibles, occurrence analysis, time element and business interruption loss, contingent business interruption, civil authority, service interruption, and ingress/egress loss, and captive reinsurer disputes.

Bruce is in charge of the firm's e-discovery task force (electronically stored information) and also handles commercial actions, employment agreements, and direct mail marketing matters. His practice includes arbitrations, mediations, administrative hearings, trials and appeals throughout the United States.

NEIL HERSHFIELD

Deputy Director

U.S. Department of Homeland Security (DHS)



Neil Hershfield is the Deputy Director of the U.S. Department of Homeland Security's (DHS) Industrial Control Systems Cyber Emergency Response Team (ICS-CERT). ICS-CERT operates within the National Cybersecurity and Integration Center (NCCIC), to bring a control systems focus to the

mission of protecting the Nation's critical infrastructure from physical and cyber threats.

The goal of the ICS-CERT is to guide a cohesive effort between government and industry to reduce the cyber risk to industrial control systems. The ICS-CERT provides guidance and reduces risk to critical infrastructure control systems by: leading the Common Strategy to Secure Control Systems; operating the ICS-CERT for control systems related vulnerabilities, threats and incidents; creating informational products and tools to assist vendors and owners/operators in designing, procuring, installing, and operating controls systems to mitigate risks; and performing outreach activities and improving awareness in the control system community through training and education.

Prior to his current role, Neil was Program Manager for the National Cyber Security Division Mission Support contract with SRA International, Inc. Previously, Neil was employed with The Dow Chemical Company and held a variety of managerial and leadership positions in Economic Development, the Chemical Sector Cyber Security Program, Global eCommerce, Marketing and Sales.

Neil received a BS in Chemistry from the University of Wisconsin – Eau Claire and an MBA from Northwood University. Away from work, Neil enjoys golf and cycling.

LAURA HUGHES

Vice President

One Beacon Insurance Company



Laura Hughes is Vice President of SP&C Property and APD Claims with OneBeacon Insurance Company.

She has over 32 years of experience handling large, complex commercial property losses. Laura has been involved in global losses as part of markets and as a single insurer,

complex coverage issues and catastrophes, builder's risk, energy, inland marine, boiler machinery and cargo claims from many

WORKSHOP { SPEAKERS } SESSIONS

business segments. She handled losses from the World Trade Center attack, as well as the Japan earthquake and Thailand flood losses. These losses had varying aspects of property damages to buildings, contents, machinery & equipment, stock, and business interruption, extra expense and contingent business interruption.

Laura also manages the litigation that arises from the claims being handled. This includes management of the litigation with counsel, as well as attending depositions and testifying as the company's 30(b)(6) witness. Laura has been involved in arbitrations, mediations, and both voluntary and court ordered settlement conferences.

industrial furnace failures of various causes, office and professional building claims, major hospitals, luxury resort hotels risks, and various public and private school facilities. He has addressed all facets of first party property coverage including building, inventory / contents and time element issues. He is well versed in structured & layered programs involving manuscript forms involving direct carriers, captives and reinsurance transactions on global and domestic risks.

DAVID S DICENSO

*Senior Vice President
Global Property Practice Leader
Corporate Solutions Claims
Swiss Re*

During the past years David has lead and integrated Swiss Re's Corporate Solutions Global Property, Energy and Engineering & Construction claim team supporting underwriting originating regionally with claim team support in London, Paris, Zurich and US locations, along with a network of claim handlers located in key locations around the world. Today, his focus as Property Practice Leader is ensuring the CorSo Regional approach to claim handling remains connected, sharing expertise, best practices and a commitment to client service globally.

Dave began his career at Industrial Risk Insurers as a property underwriter in 1990. He quickly moved to the property claims team in 1993 as a company field adjuster located in Orlando, Florida and held various adjuster, supervisory and leadership positions at IRI, Employers Reinsurance Corporation and with Swiss Re.

During his time at ERC, he obtained Green Belt certification part of the GE Six Sigma quality program establishing processes to ensure proper and timely collection of reinsurance recoveries for IRI. Dave has managed and lead losses and litigation arising from most major catastrophes around the world since 1990 including: California EQ, Florida Hurricanes, Katrina, September 11th; Chile, New Zealand, Japan EQ; Queensland, Thailand Floods; along with several major energy & mining claims around the world.

WORKSHOP { 3 }

RICHARD J. KUZMANOFF

*Senior Vice President – Property Claims NA
XL Insurance America, Inc.*



Richard J. Kuzmanoff is Senior Vice President and head of Property Claims North America for XL Insurance America. He is a graduate of Indiana University with a bachelor's degree in Business Administration with concentration in Economics. He began his carrier with Underwriters adjusting company in 1975 and stayed with Continental Insurance / CNA for almost 30 years before moving to XL in 2005. He has served on numerous claims related industry panels over the years and is a Past President of the Loss Executives Association.

Richard's claims experience over the last 35 years has included global catastrophe response to most of the major catastrophes in the US as well as global events. He has specialized in complex industrial and commercial property claims including chemical and air products plant explosions, fires and breakdowns,

His experiences have involved topical Property Damage, Time Element, Boiler Machinery issues / losses and has served as witness and corporate designee in many contentious cases over the past 25 years.

From 2010 through 2011 Dave lead the Team from the Corporate Solutions office in London, U.K., building valuable internal and external relationships and broadening knowledge and understanding of the European and Asian markets. Recently he has been involved in the development of claim reporting strategy for the Corporate Solutions.

He has degree in Managerial Economics from Union College located in Schenectady, New York, and resides in Avon Connecticut with his wife Victoria and son Drew.

MICHAEL ROTOLO

Executive General Adjuster

William Kramer & Associates LLC



Michael has worked in the property claims field for over 37 year with extensive experience adjusting complex claims in areas such as Power Generation, Builders Risk, Pharmaceutical, Chemical, Pulp & Paper and Business Interruption.

He started his career with Factory Mutual, was a regional Claims Manager for Arkwright Mutual and a Vice President for Marsh USA. He is currently an Executive General Adjuster with William Kramer & Associates.

Michael co-developed and taught a class on using forensic accounting techniques to audit business interruption and property claims and authored an article on Extra Expense coverage for schools for the trade publication School Business Association. He holds a B.S. in Electrical Engineering from Lehigh University.

MICHAEL P. WEBSTER, CPA

Senior Executive

Meaden & Moore, LLP



Mike has provided investigative accounting and litigation support services for over 35 years.

His experience includes large complex claim assignments throughout the United States and internationally in a wide range of industries including: agriculture, communications, consumer products,

construction, defense contractors, distribution/warehousing, electronics, energy, food processing, hospitality, manufacturing, medical, petro-chemical and refining, professional services, metals, and the service industry.

Mike's professional areas of concentration include business interruption, loss of income, extra expense, property damage, builders risk and delay in completion, warehouseman's liability, product liability, and environmental claims. In addition, Mike has extensive experience with fee fund management, fraud investigation, appraisals and litigation support. He has also served as a consultant to underwriters on policy development, reinsurers on proper loss measurement and provided expert testimony in numerous cases in both State and Federal Court.



WORKSHOP{SPEAKERS}SESSIONS

WORKSHOP{4}

WILLIAM N. ERICKSON, ESQ.

Partner

Chair, Insurance and Catastrophic Loss Group
Robins, Kaplan, Miller & Ciresi LLP



William Erickson is a Partner and the Chairman of the Insurance and Catastrophic Loss Group at Robins, Kaplan, Miller & Ciresi L.L.P. For over twenty-five years Bill has handled insurance and reinsurance matters throughout the United States. He provides coverage advice and analysis

of matters involving property policies, commercial general liability policies, technology policies, excess policies, claim appraisals and reinsurance arbitrations. In addition, Bill is an accomplished trial attorney and experienced trial advocacy instructor.

Bill represents insurers and reinsurers in high profile matters; he represented two insurers in the appraisal of the 9/11 insurance claims for the World Trade Center and more recently handled insurance matters arising from the 2011 Massachusetts tornadoes and Hurricane Sandy.

Bill holds a B.A. magna cum laude and a Masters in Business Administration from the University of Massachusetts. Bill received his J.D. cum laude from Suffolk University Law School where he was Lead Article Editor of the Suffolk University Law Review. Bill is a frequent presenter at the Loss Executives Association, as well as other industry programs. Bill is the founder and past president of the Massachusetts Reinsurance Bar Association and currently serves as a member of the association's Board of Directors.

Bill has worked on selected assignments such as: Representative cases often involving \$100 million or more include the GTE Y2K

claims; the 9/11 World Trade Center appraisal; September 11 coverage litigation; builder's risk claims involving Boston's legendary Big Dig; and appraisal of 2011 Massachusetts tornado claims.

JAMES S. HARRINGTON, ESQ.

Partner

Robins Kaplan Miller & Ciresi LLP



For more than twenty-five years, Jim Harrington has represented insurers as plaintiffs and defendants in arbitrations, litigation, and trials throughout the United States. On behalf of insurer clients, Jim has litigated property and liability coverage disputes involving fire, flood, wind, physical loss, ensuing

loss, design failure, equipment breakdown, code upgrade, business interruption, extra expense, period of restoration, rental value, civil authority, service interruption, arson, fraud, construction disasters, and contractor negligence as well as several large loss subrogation matters.

Jim serves as coverage counsel for individual companies or markets on multiple significant property insurance claims in the Northeastern United States. Examples of recent assignments include builders risk issues arising from highway, tunnel and bridge projects; sublimit, deductible, and exclusion issues arising in the context of hurricanes and named storms; coverage and measurement issues arising in the context of tornado losses; disputes over the application of ensuing loss clauses; and the application of exclusions to losses occurring in the course of an insured's manufacturing, processing, research and development, or warehousing business.

As a national speaker and author on insurance coverage topics, Jim has presented programs on property insurance coverage issues to the Loss Executives Association, the Property Claims Committee of the American Insurance Association, the American Bar Association

Tort & Trial Practice Section, and the Property Loss Research Bureau. Jim's past programs for the LEA include the Property Insurance Law Update, Business Interruption In the Age of Disaster, and the Ethics of Large Loss Claim Adjusting. In 2013, American Lawyer Media named Jim a "Top Rated Lawyer in Insurance Law."

Jim received his A.B., cum laude, from Harvard College where he received the prestigious designation of Harvard National Scholar. He received his J.D. cum laude from Boston College Law School where he was an editor of the Environmental Law Review and the first Edward Bigham III Scholar.

Jim has represented matters involving \$10 million or more including the Rockwell Aerospace earthquake arbitration; the LKBOC Katrina litigation, the Ludlow Plastics recovery action; the Connecticut Indemnity v. IRI Excess DIC arbitration; the PSEG Sandy claim, the DTCC Sandy claim, and the Sentinel Products trial. He also obtained the landmark Pirie insurance coverage decision making new law in Massachusetts on the law of physical loss in the property insurance context.

WORKSHOP{5}

JASON KARASINSKI

President/ Owner

Fire Research and Technology, LLC (FRT)



Jason Karasinski is currently the President/ Owner of Fire Research and Technology, LLC (FRT). He is an NFPA 1033 Nationally Pro Board Certified Fire Investigator, New York State Level I/II Fire Investigator, IAAI- CFI, NAFI- CFEI, and holds the current position as President for the NY State IAAI

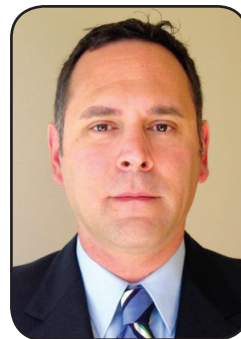
Chapter 23. As President, he holds a seat on the Training Committee, Peer Review Committee, as well as the 921 Committee

for the NY State Chapter. Jason serves as a volunteer firefighter for the Wallington Fire Department where he holds the position of Fire Investigator and has served as President. Jason also serves as an instructor at the National Fire Academy (NFA). Jason has provided advanced electrical instruction for ATF at the National Center for Explosives and Research Center. Jason has conducted or participated in hundreds of origin and cause investigations within the United States, including major explosion incidents in San Bruno CA, West Texas Fertilizer Plant, Allentown, Dixon City PA, and Springfield MA. All through his time as a fire investigator and fire fighter, he has also had an opportunity to conduct hundreds of live burns, demonstrations, testing and training for both the public and private sectors. During 2012-2013, Jason was a key contributor that led the effort to successfully secure a \$267,000 grant from the Department of Homeland Security, awarded to the NYS IAAI Chapter 23, for the development, delivery and institution of electrical training for fire investigators and Fire Dept. Line Officers in New York and regionally. The training initiative encompassed 8 seminars ranging in length from one to five days, as well as development of Course Expert Material, Subject Matter Experts, technical articles, hand-outs, and web based content.

MARK D. GRASSO

Fire Investigator

Travelers Investigative Services



Mark Grasso retired from the Connecticut State Police with over 20 years of experience serving in various capacities with the agency. He retired from the state police as the Fire & Explosion Investigation Unit's "Commanding Officer" overseeing the unit's statewide operations. In addition, at the

time of his retirement, he also served as the Fire Service Liaison to the Connecticut Intelligence Center (CTIC), Connecticut's

WORKSHOP {SPEAKERS} SESSIONS

Fusion Center. Currently, Mark is a "Vendor Manger / Fire Investigator" with Travelers Investigative Services. He manages a national network of vendor fire investigators and conducts quality review of origin and cause investigations conducted on behalf of Travelers.

Mark has a Bachelor of Science Degree in Business Management from Nichols College. He also has a Master of Science Degree in Fire Science with a concentration in Fire and Arson Investigation and a Graduate Certificate in Public Management from the University of New Haven. He is a Certified Fire Investigator (CFI) through the International Association of Arson Investigators (IAAI) and a Certified Fire and Explosion Investigator through the National Association of Fire Investigators (NAFI). He has attended numerous courses in Fire and Explosion Investigation and Courtroom Procedures, including at the National Fire Academy in Maryland.

Mark is an adjunct lecturer at the University of New Haven in both the Fire Scene and Criminal Justice departments. He also serves as a lecturer for the NICB Special Investigations Academy, the Insurance Committee for Arson Control Annual Seminar, and the CT Chapter of the IAAI regarding effective investigative techniques and solutions for the insurance industry, law enforcement, fire service and legal professions. He has been an instructor for the State of Connecticut Fire Marshal Pre-Certification Program and is a certified Police Officers Standards and Training Council Instructor. Mark has testified as an expert witness in both criminal and civil court and given depositions for fire investigations.

ROBERT TOTH

Certified Fire Investigator
IRIS Fire Investigations, Inc.



Robert Toth's professional career started with nearly 21 years in the fire service. The last 10 years included law enforcement and conducting fire investigations in both the public and private sector. Retiring from the fire service in 2002, he started IRIS Fire Investigations, Inc. and has conducted and assisted

in origin and cause investigations in Colorado, surrounding states, Hong Kong, and South Africa.

In addition to running his business, Robert is also sought after for his lectures and presentations on fire investigations, NFPA 921, interviewing, internet technology, and digital photography training. He has presented various topics to public agencies and private enterprises across the United States, in Canada, Hong Kong, Malaysia, Botswana, and South Africa.

He is a past president of the Colorado Chapter, and past director of the International Association of Arson Investigators. Currently, he is a member of National Institute of Standards and Technology (NIST), Organization of Scientific Area Committees (OSAC), Fire Scene and Explosives Subcommittee's Documentation and Report Writing Task Group.



WORKSHOP{6}

GREGORY R. GIOMETTI, ESQ.

Gregory R. Giometti & Associates, P.C.

Gregory R. Giometti is an AV Preeminent Rated™ civil litigation attorney, with more than 33 years of experience, including more than 65 civil jury trials in Colorado state and federal courts since 1989. He is highly experienced in handling all phases of civil litigation, from discovery through appeal. Gregory's practice also includes publication of legal treatises and articles, teaching professional education seminars for attorneys and insurance carriers (more than 40 since 1996), expert witness testimony, and participation in professional organizations and committees.

Mr. Giometti is active in the American Bar Association, serving as one of the Vice-Chairs of the Insurance Coverage Litigation Committee of TIPS, the Tort Trial and Insurance Practice Section. Mr. Giometti is also the author of Colorado Law of Insurance Bad Faith (1996; 2nd Ed. 1999; 3rd Ed. 2009; 4th Ed. 2015); Colorado Handbook of Wrongful Death Law (1997; 2002; 2nd Ed. 2010; 3rd Ed. 2015); and Colorado Automobile Accident Litigation & Insurance Handbook (2001; Supplemented 2004, 2007; 2nd Ed. 2013).

During the past several years, Mr. Giometti and other members of his firm have been on the cutting edge of defending commercial property damage claims and associated bad faith claims in Colorado. In addition, Mr. Giometti secured the reversal of a \$900,000 appraisal award in *Colorado Hospitality Services, Inc. v. Owners Ins. Co.*, 2015 WL 4245821 (D. Colo., July 14, 2015)(unpublished).

JOHN D. MERENESS, ESQ.

Gregory R. Giometti & Associates, P.C.



John D. Mereness has extensive experience in insurance and surety law and has served as lead insurance defense counsel in jury trials, bench trials, and arbitrations. In that capacity, he has taken over 300 depositions, including approximately 100 experts, and he has been the first Chair Counsel in over

70 mediations.

Mr. Mereness's insurance/surety law experience includes defending insurers in federal jury trials from bad faith claims; successful recovery in insurer's pursuit of defense costs from a co-insurer in federal court; representing numerous sureties in default termination claims; and performing investigations of bank officer conduct for FDIC. Mr. Mereness's appellate experience includes drafting twelve appellate briefs and providing oral arguments for seven appeals in Colorado, Texas and Virginia, including oral arguments to the Virginia Supreme Court.

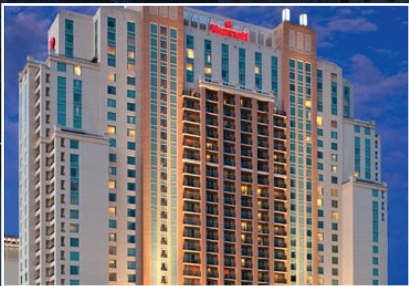
Well versed in construction defect cases, Mr. Mereness has represented both general contractors and owners in multimillion-dollar construction defect disputes. Additionally, Mr. Mereness has drafted and/or negotiated numerous AIA and AGC contracts valued at over \$30 million, including one contract valued over \$100 million. Mr. Mereness's commercial litigation experience includes serving as lead counsel in Virginia arbitration against hedge-fund members of an LLC in a Colorado water project dispute, defending an owner in a shareholder class action involving a "going private" transaction, and involvement as second chair in a Federal Claims Board debarment action lasting two weeks.

Since 2014, Mr. Mereness has been Special Counsel to Gregory R. Giometti & Associates, P.C.





SAVE THE DATES



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& Educational Conference**

January 27 - 29, 2017

**Tampa Marriott Waterside Hotel
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Tampa, Florida**



**2017 Spring Educational
Conference**

June 7 - 9, 2017

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